

# Space Shuttle Seen as Crucial to Future of Warfare

Strategists Say Launch in April Will Open Possibility for Manned Military Operations

By Richard D. Lvons - New York Times Service ASHINGTON - The ching of the space shuttle month will be a crucial t in the history of warfare, te view of Pentagon officers

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military strategists. saving aside the considerscientific and commercial ets of shuttle flights, which he ostensible reasons for the stment of about \$8 billion to reusable space vehicle, mililanners say the launching mark the start of manne tary operations at altitudes will start with the shuttle at miles and go to virtually any

most from the first planand investment in the shutrogram a decade ago it was by recognized on Capitol that the major long-range

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**Prisoners** Sought;

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am Agency Dispatches

GKOK - Indonesia will

se demands of airplane hi-

holding more than 40 peo-

stage on a commandeered

in Bangkok, a Thai govern-spokesman said Sunday

American, identified by Thai S. officials as Karl Schneid-

- seriously wounded Sunday,

ntly after trying to escape he Indonesian Garuda air-

et, which was diverted to ok on Saturday by hijackers ading the release of 84 polini-

risoners. The bijackers, re-d to number five, originally

nded the release of 20 prison-

benefits would be from military applications.

That view has not gone unnot-iced in Moscow, where Soviet leaders have vigorously protest-ed the continuing development of the American space plane as a provocation and have unsuccessfully sought to negotiate its halt. The Soviet Union was well aware that early in the process of designing the shuttle, its cargo

bay was enlarged at the urging of the Air Force to accommodate military payloads. At a length of 122 feet and with a wing span of 78 feet, the shuttle is about the size of a DC-9 jetliner. With two pilots and as as three technicians it

could stay in space for a week or more. Interviews with people familiar with military space issues have also shown that there is a

growing debate over whether space, an area where weapons of mass destruction are outlawed by United Nations treaty, should be opened to lesser weaponry.

Some Americans fear an arms race in space, while others see the military use of the shuttle as a natural consequence of the superiority of U.S. space technolo-gy, although such superiority may prove temporary.

A scientist who has expressed concern over the military impli-cations of the shuttle is Dr. Eric Chaisson, an associate professor on the astrophysics faculty at Harvard University. "Many of my colleagues and I believe that the mission of the shuttle is to launch military satellites," he said:

To the aerospace industry and other groups seeking a rapid

strengthening of the U.S. military, the shuttle is the realization of a dream of manned military hicles extending back to the Advanced Reconnaissance Satellite program of the 1950s.

## **Military Thinker**

Those favoring the operation of overtly military satellites with astronauts aboard suffered sharp setbacks when the Air Force X-20 Dyna-Soar program was canceled in 1963, and its fol-low-up program, the Manned Orbiting Laboratory, was killed six years later after the invest-ment of \$1.6. billion. The programs were eliminated partly for economic reasons and partly because they had been overtaken hy the Gemini and Skylab programs

Therefore to such military

thinkers as Lt. Gen. Daniel O. Graham, retired director of the Defense Intelligence Agency who is now co-chairman of the Alliance for Peace Through Strength, a civilian lobby group, the shuttle offers the opportunity to open vast areas for military exploitation.

"The shuttle gives us a strate-gic edge over the Soviet Union and their masses of missiles and suhmarines," Mr. Graham said.

Groups such as the Federa-on of American Scientists, tion of American Scientists, which have long opposed the de-velopment of the shuttle, originally for economic reasons and later for military reasons, as well as those groups such as Mr. Graham's, acknowledge that a kind of cold war in space is emerging.

There have been several examples of this development:

• This month the Air Force announced that it would huild in Colorado a \$450-million Consolidated Space Operations Center from which all future military shuttle and satellite flights would be directed.

• The Defense Department is seeking more than \$500 million in the proposed budget for the fiscal year 1982 for its own shuttle research, development, testing and engineering.

• A military duplicate of the shuttle base at the Kennedy Space Center is being constructed at Vandenberg Air Force Base in California. It is expected to be operational in 1984

• The Air Force is asking Congress for about \$150 million fur the continuation of twin pro-

(Continued on Page 3, Col. 2)

# **Poland Signals New Resolve in Growing Crisis**

## By John Damron

New York Times Service

WARSAW - A crucial Central Committee meeting, which may well decide whether Poland's Communist Party opposes or cooperates with Solidarity, opened Sunday with an attack upon the independent union from a ranking Polithuro member.

Kazimierz Barcikowski charged that Solidarity was penetrated by peo-ple who were trying to push it into becoming a political organization to struggle against the Communist Party and the Socialist state.

At the same time, however, Mr. Barcikowski came out strongly in favor of democratic changes within the party itself, including free elections and limited terms of office for its leaders. Such changes, if put into

licemen.

analysis, Page 2.

economy. Page 17.

Keports that Poland has de-faulted on loans from two

Western banks come amid in-

tensive international efforts to

underwrite the faltering Polish

rewritten to include the union's

viewpoint and to establish that union members were beaten hy po-

After the negotiations, Lech

Walesa and other Solidarity lead-

ers met for 1<sup>1</sup>2 hours with the Pol-ish primate. Cardinal Stefan

Wyszynski, They were joined hy

Stefan Bratkowski, a party mem-

ber who leads the journalists union

and who is an informal adviser to

Mr. Kania. In past crises, Mr.

Bratkowski has been an intermedi-

ary between the union and govern-

The meeting confirmed that the cardinal, who along with Mr. Ka-nia and Mr. Walesa is one of the

three most powerful men in the

country, has assumed an active

role in attempting to mediate a so-

**Exercise in Poland** 

BERLIN (Renters) - Soviet.

st German and Polish troops in

lution to the crisis.

effect, would open up the party considerably and make it different The incident in Bydgoszcz that from any other Communist Party sparked Poland's latest crisis has not been fully explained, in Eastern Europe. Mr. Barcikowski's remarks on and Solidarity sees it as part of Solidarity were seen as significant a deliberate campaign. News

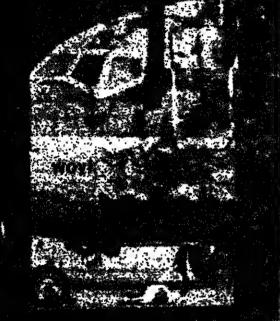
because he is regarded as a liberal and has maintained indirect contacts with the union at critical points during past crises, Although much of his speech was undouhtedly directed at the Soviet Union. as a signal that the Polish leaders recognize the dangers of the situation, it also showed a stiffening of resolve in the face of a general strike set to begin Tuesday.

The emergency session Sunday of the ruling body of the three-million member party is thought to be one of the most important in Poland's history. It was shaping up as a struggle between hardliners and moderates on the 140-member committee, polarized over the sear-ing issue of how to deal with the

## **Divisions** Deepen

Divisions have been deepened by the country's spiraling crisis that is coming to a head, with everworsening food shortages, Warsaw Pact troops on extended maneuvers on Polish soil, and Solidarity prepared to call 10 million workers off their jobs indefinitely Tuesday unless agreement is reached before then. Stanislaw Kania, the moderate

party leader, who has been pursuing a tightrope course of trying to seek an accommodation with the while fending off concessions he construes as political, may even face a personal challenge to his leadership. Most observers felt that he was strong enough to surmount it, but the country's situation was so unstable that nothing could be ruled out. The 10-man Polithuro has been transformed by leadership upheavals - there are only four survivors from before last summer's strikes — but the Central Committee has not been so greatly changed.



# Washington **Backs Talks On Namibia**

**Reagan to Pursue Carter's Initiative** 

> By Don Oberdorfer Washington Post Service

WASHINGTON - The Reagan administration, to a decision of major significance to its policy on southern Africa, has decided to pick up the threads of the Carter administration's program of inter-national negotiations to hring iodependence to South-West Africa (Namibia).

The administration's decision implies a more conventional and moderate course to the region than many had expected. At the same time, the likely U.S. position in those negotiations, as projected hy President Reagan in an interview Friday with The Washington Post,



irong Suwanphiri, the Thai ument's chief spokesman, ndonesian authorities were ig word from the hijackers here the freed prisoners

officials said President o of Indonesia had agreed 1 Sunday morning Cabinet g to release all 84 prisoners, believed to be students arduring recent anti-govern-

iots. Trairong refused to disclose her demands that he said en made by the hijackers, ized the DC-9 airliner on an sian domestic flight and it to fly to Malaysia and Bangkok.

wounded American, Mr. Jer, 47, was identified as a sman who lived in Jakarta. tages to land. is shot in the chest and from the plane. Doctors meanwhile arrived in Bangkok : had recovered consciousfrom Jakarta, bringing officials in-cluding a close aide of President Subarto to help a team of Indonefore they began surgery to a bullet that apparently - near his spine. shooting came hours after a

Briton on the plane leaped Thai government spokesman said. He identified the aide as Lt. Gen. dom through a rear emermit, injuring a leg.

#### Busy With Radio

chief of military intelligence. ort officials said the Briton, ied as Robert Wainwright, ployee of the Milchem Co. ionesia, jumped out the ucy toilet door of the plane il onto the runway at the sk airport. They said Thai hooters surrounding the pulled him to safety before ackers realized he had es-

Wainwright told authorities

A man, apparently American Karl Schneider, lies under the cockpit of a hijacked Indonesian jet signaling with a handkerchief after being shot and thrown from the plane in Bangkok.

he made his escape while the hi- won their chief demand for the rejackers were busy with the cockpit lease of Salvadoran leftists impris-radio, 18 hours after the plane oned by Honduras. Shortly after the hostages were released, a Honlanded at Bangkok. An elderly woman was freed duran government communique announced that some "undesirable

when the plane stopped in Penang, Malaysia, on Saturday. With Mr. Wainwright and Mr. Schneider free, the hijackers were still reportforeigners" would be deported. The hijackers had demanded the release of 13 leftists. ed to be holding 40 passengers and

The hostages were freed when the Boeing 737 jet arrived in Panafive crew members. Mr. Trairong said the govern-ment of Sri Lanka, where the bima after a short flight from Managua, where the leftists forced the jackers demanded to be flown, plane to land Friday during a Honduras SAHAS airline flight would not allow them or the hosbound for New Orleans, the radio An Indonesian DC-10 airliner said

It said the hijackers - all apparently Honduran citizens --- were met at the national air force base north of Panama City by govern-ment authorities. The broadcast sian negotiators who have been in Bangkok since Saturday night, a did not say if the hijackers were arrested.

A witcess at the airport said that Benny Moerdani, deputy directorfour hijackers, including a woman, arrived with the plane. Nicaraguan officials had said there was anothneral of central intelligence and

er male leftist in the group holding the plane in Managua before it left for Panama. No information was PANAMA CITY (UPI) - Four immediately available on the fifth leftist hijackers surrendered and freed 49 hostages Saturday in Panhijacker. Anthorisies declined to comama in a negotiated settlement of ment on reports that the hijackers their two-day takeover of a Honwould be given political asylum in duran airliner, the state-run Pana-Panama, and they gave no infor-mation on where the hijackers

ma radio said. The hijackers, negotiating with Panamanian officials, apparently were taken after they surrendered.

ests a delay in reaching a soli tion and is likely to be unpopular to Africa.

The decision to continue U.S. efforts to reach an internationally negotiated settlement was conveyed to Ishaya Audu, the Nigerian foreign minister, by Secretary of State Alexander M. Haig Jr., according to sources in the adminis tration. Mr. Haig met Mr. Audn, his first official visitor from Africa. at the State Department on Friday.

Mr. Haig's disclosure is believed to be among the factors contribut-ing to the optimism about U.S. policies that Mr. Audu expressed after the meeting.

## Recent Decisions

Mr. Andu was told that the administration had completed the initial phase of its review of U.S. policy on Africa. In this connection, several decisions have been made recently to reduce the apprehension of black African states:

In a move related to the Namibian decision, the State Department persuaded Jonas Savimbi, the Angolan guerrilla leader, to postpone a trip to the United States for the second time in a month, Mr. Savimbi was to have arrived in New York on Sunday for a visit that would have increased speculation about a renew-al of U.S. aid to the rebels fighting the Cuban-supported Angolan government

· Vice President Bush has been named to lead a U.S. delegation to an international conference April 9 and 10 on the "urgent and growing (Continued on Page 5, Col. 1)



Lech Walesa, of the Polish independent trade union, Solidarity, and his secretary prayed Sunday in a small church in Warsaw.

## **Tass Claims Polish Union Resorts to 'Open Struggle'**

By Anthony Austin New York Times Service

MOSCOW - The Soviet Union pressed its attacks against the Pol-ish trade union Solidarity on Sunday, accusing it of trying to intimi-date Polish security forces and wrest control from the government

The new charges, made in a report by Tass, reinforced the impression among Western diplo-mats in Moscow that the Soviet Union is seeking to discourage any major concessions to Solidarity in the tense negotiations in Warsaw. Tass reported that, in prepara-

tion fur a general strike Tuesday. Solidarity was engaging in activi-ties that had no place in a Socialist state.

## **Roadblocks**, Seizures

"The local organizations of Solidarity are duing their utmost to discredit the police and security organs and to intimidate their employees," Tass said

The news agency charged that subversive and extremist elements were drawing up lists of police and security officials to be "isolated" during the strike, and that there

were plans to set np roadblocks It is a conservative body, and left tn its own devices, would undoubtedly favor a sterner line In Warsaw, Tass claimed, "anti-Socialist forces" managed to seize toward the union. But it is meeting a television transmitting facility, while in Bialystok they were alamid a public clamor for accommodation instead of confrontation. leged to have captured food stocks. There are also pressures for reform from the grass-roots level of the party, and these were reflected In Wroclaw, it said, Solidarity leaders "launched brazen attacks" on the Polish Communist Party. Throughout the country, Tass in the angry debate in Sunday's sessions, or at least the portions of said, instructions are being issued for seizing factories and mobilizing it relayed intermittently by the

Polish news agency. Speaker after speaker spoke of the crisis in the party, of the dis-trust and lack of credibility it has engendered among the people and of the need to get rid of the oldguard and get on with the country's "democratic renewal." Significantly, most of the critics were workers, not party bureaucrats.

of struggle against the lawful state authorities — against the govern-ment and the Polish United Work-Solidarity leaders had met with ers [Communist] Party," Tass degovernment officials Saturday for Tass also charged that KOR, the nearly three hours without achiev-Polish dissident group allied with Solidarity, had so strengthened its ing a breakthrough in their talks on a report from the justice minisposition within the trade union ter, Jerzy Bafia, on a police attack that it is now "actually running Solidarity." The Soviet Union has on union members in Bydgoszcz. March 19 that precipitated a fouraccused KOR, which stands for hour national strike Friday and Social Self-Defense Committee, of next Tuesday's scheduled strike. being in the pay of Western intelli-Solidarity sources said that the

volved in the Warsaw Pact Soyuz-81 maneuvers in and around Poland practiced the extermination of an assumed enemy Sunday at a training ground in Poland, East Germany's ADN news agency reported.

## INSIDE

## Indian Strategy

India is mounting a major campaign to persuade the Reagan administration to abandon plans to make Pakistan a front-line state against Soviet advances in the Gulf by selling it arms. Page 2

## World Cup Title

Phil Mahre, an American, beat Ingemar Stenmark for the overall Wurld Cup skiing championship. He is the first non-European to win the men's utle since the World Cup was founded 15 years ago. Page 21.

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## **Irish Neutrality**

Signs of improved relations with Britain have rekindled a dehate in Ireland over neutrality, a political passion that is firmly rooted in the Irish opposition to Britain. An examination of the emotion-laden issue, in Tuesday's Trib.

report was heing extensively

4 Surrender in Panama

# **Reagan Links Grain Ban to Soviet Pressure on Poland**

and even try to seize post offices.

public and private transport for

tions put out illegally by Solidar-ity's leaders shows that this organi-

zation is resorting to open methods

"The nature of [these] instruc-

the duration of the strike.

## He Asserts That Summit Would Have to Discuss Soviet 'Imperialism'

## By Lou Cannon and Lee Lescare Washington Past Service

WASHINGTON - Expressing a grim view of U.S. relations with

which he reviewed his two months in office, the president said he entered office wanting to lift the grain embargo, as he repeatedly promised to do during the campaign. But, he said, "I do not see how we could lift it at this time without sending the wrong signal."

Mr. Reagan expressed himself on a number of crucial policy questions:

• The president has serious

doubts about Pentagon plans for tion that guarantees equal rights to recommendation of an administra-land-basing of the MX intercon-tinental missile because that rights, minority rights," Mr. Japanese imports, may have rescheme is "so elaborate, so costly, Reagan said. and I'm not sure that it is neces-

clared.

• The president described the government of Angola as a puppet dominated by the presence of Cubans, surrogates for the Soviet Union." He said he sympathizes with the anti-Marxist Angolan rebels, but he complained that U.S. ability to aid the Angolan rebels is restricted by the Clark amendment, which the administration wants

Congress to repeal. • Mr. Reagan gave mixed sig-nals on how he will resolve one of pressed Polish people, hut such a decision would be contingent upon the most important arguments in whether there is a Soviet invasion his administration: the question of of Poland or internal suppression whether to restrict Japanese auto of the free trade union movement. imports. He described himself as a believer in free trade and an oppo-• The administration's focus of nent of protectionism, hut ob-U.S. policy to southern Africa will be to seek a peaceful solution of

served that the Japanese had spothe Namibian crisis. "We think it ken of observing "voluntary rebegins with an election ... that straints" to their export policies. Mr. Reagan's apparent tilt away ust as we did to Zimbabwe should follow the adoption of a constitufrom protectionism, despite the

flected the advice he received last Wednesday at a meeting with prominent economists.

Most of them. including Mr. Reagan's favorite economist, Milton Friedman, warned him that any protectionist move hy the United States would be likely to start a tariff war with the Japanese and Europe.

The interview with Mr. Reagan. conducted Friday afternoon, reflected his customary optimism as he discussed the range of problems facing his administration. But his mood turned somber un the subjects of Poland and U.S. relations with the Soviet Union. He said that "any imposition on

the freedom of the people of Poland," whether by Soviet invasion or by internal repression, would have a serious impact on Washington's relations with Moscow,

Mr. Reagan's message seemed to

be that the United States takes an equally dim view of repression of the Polish trade union movement, whether that comes from a crackdown by the Polish government or from a Soviet invasion. Answering Poland's appeal for

food would be a lot easier. Mr. Reagan said, if the Polish government does not "take some drastic militant step against their own .sloosa

## Cool to Summit Call

The Soviet threat to Poland has played a major role to Mr. Reagan's decision to keep the grain embargo in place despite his campaign promises and a "senseof-the-Senate" resolution calling upon him to lift it.

The embargo, he said, is "something I would dearly love to be able to lift, but the very situation we've been taiking about. Poland, the entire international situation is such that I at this moment do not

(Continued on Page 3, Col. 1)

e of four plane bijackers in Panama City keep their faces covered as they leave a Honduran er, followed by Panama government official Ricardo Rodriguez, after arriving Saturday Managua and surrendering. All hostages aboard the New Orleans-bound plane were freed.

sary or would be effective." He said he supports the idea of the Moscow, President Reagan said in MX missile, intended to protect an Oval Office interview that he the United States from Soviet miswill refuse to lift the grain embarsile attack, but the question of go at this time and that any sumwhether the MX should be seamit meeting with the Russians based, land-based or kept to conwould have to include discussion ventional missile silos is wide of "the imperialism of the Soviet Union.' During a 40-minute interview in Mr. Reagan would like to provide U.S. food to aid the hard-

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BASQUE PATROL --- Spanish soldiers on patrol at Echalar, near the French border, to prevent infiltration by Basque guerrillas — part of the armed forces' new role in the govern-ment's anti-terrorist campaign. Elsewhere in the region, a suspected Basque terrorist was killed, another wounded and a third arrested Sunday in a clash with national police in Vitoria.

## INTERNATIONAL HERALD TRIBUNE, MONDAY, MARCH 30, 1981

# Fingers Point at Warsaw for Violence in Bydgoszczns-

## By John Damton

New York Times Service WARSAW - The incident that sparked Poland's latest and deepest crisis has oot been fully ex-

plained A large group of Solidarity and farmers' union activists came to a meeting of the Voivode National Council, a local assembly, in Bydgoszcz on March 19. Some were tovited, but not all. The meeting was adjourned before it reached the agenda item on which

they wanted to speak. They rose, shouted "Traitors!" and refused to go. They were given several ultimatums, and finally, after a large crowd gathered outside, the police were called in.

They evicted the unionists, isolating three men, including a Soli-darity leader, Jan Rulewski, in a back corridor. At that point, men in street clothes — undoubtedly se-cret police — moved in to adminis-ter thrashings so brutal that the three had to be hospitalized.

Beatings of this sort are not unknown in Eastern Europe, or for that matter, in the back rooms of rican police stations. So why mation and provocation, the sort

did the brutality raise up such o storm of protest and bring Poland to its moment of truth, with the union plaining a general strike Tuesday at a time when economic deprivations have turned the country into a tinderbox and Warsaw Pact troops are engaged in pro-

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## NEWS ANALYSIS

longed military exercises inside and outside its borders?

One reasoo is that the incident was not isolated. There have been other attacks, although none so brazen, on individual unionists, mainly members of the farmers' organization Rural Solidarity. There have also been mysterious occurrences such as the circulation of anooynous leaflets calling for. the assassination of various offi-cials and the patrolling of neigh-borhoods by mucks whose public address systems warn residents, falsely, that their water will be

turned off during the next strike. Deliberate Campaign Seen

To Solidarity, all this connotes a deliberate campaign of misinfor-

In an open letter to party col-icagues called, "Which Way Will We Choose?" Stefan Bratkowski, of thing that the Interior Ministry, which is deeply infiltrated by the Soviet KGB, has specialized to for decades.

head of the journalists' union, said: "This is the last chance for It is virtually inconceivable, giv-en the country's tension, the leadthose who would like to turn the ership's policy of resolving disputes without force and the party back from the road of agreement and lead our nation unavoidelaborate bureaucratic command ably to catastrophe. These are the people who don't want to come to structure, that the deputy governor to Bydgoszcz would make a deciagreement even with the party sion to call in the police without rank and file, are afraid of them and are attempting at all costs to checking first with someone in delay the party congress." Warsaw. Rumor has it that an early draft

The union has chosen a militant of Mr. Bratkowski's letter conresponse not just to assuage the anger of its members, but also to tained the names of six high offi-cials whom he deemed obstrucrid the Communist apparatus once and for all of Solidarity's die-hard opponents. "We will smoke them out like rats," Lech Walesa, Solitionist to the country's odnowa, or democratic renewal But Solidarity's real opponents are more deeply embedded in the power structure, in the Warsaw darity's leader, promised workers during Friday's four-bour warning strike. party organization, in the security

The union is not alone in its as-sessment. Official and semiofficial of the party apparatus, where party policy is put into practice. organizations throughout Poland The party's seeming vacillation in the past seven months — adopt-ing a hard stand and then suddenlast week churned out statements calling for "common sense," but also for a "thorough explanation" of the Bydgoszcz affair — meaning ly capitulating to union demands — is a reflection of its divisions the exposure of higher officials rather than simple indecisiveness. who may be involved.

The divisions are accentuated the division of the soviet sharpens its tirades against darity, as it did last week. the liners feel vindicated and in Class dened and reassert themselvin Class Rifts in Union Ranks

On the union side, the cr. Dianu dink also accentuated rifts in the N As resti-ship, "If things continue like N As resti-Mr. Walesa said at one port to blurionsi week, "the authorities will for pros said able to exercise full contier Union wai themselves, and we will not set Union wai approximation of the top of the said themselves are con-conding them. On the union side, the or Klaid wal ccording then :

to, either. More and more, the hear ioned cal Solidarity chapters frongleburger, izable like Czestochowa, Bielskiate of Eure put and Warsaw are responser the U.M. the rank-and-file pressures a meeting Tas the rank-and-file pressures a meeting Tas the bracing the now-or-never alcial Consultip."

in a final confrontation Vondon Fri-

government. So far, Mr. Walesa, lik be pressi State islaw Kania, the party lead begin talk versi been able to swing his organ toward moderation. Last toward moderation. Last RREN ward general strike by threateninsign. It is a stratagen that is soon as and be allowed to work a second car wear th

## Pope Again Appeals for Peace in Pola Menter VATICAN CTIY – Pope John Paul II has made his second appeal Paul II has made his second appeal Paul II has made his second appeal India Campaigning to Dissuade WORLD NEWS BRIEFS U.S. on Arms Sales to Pakistan Iran Reports Murder Attempt on Clergyman Revaers

By Stuart Auerbach Washington Post Service

NEW DELHI -- India is mounting a major diplomatic campaign in an attempt to persuade the Reagan administration to abandon plans to sell arms to Islamabad to make Pakistan a front-line state against Soviet advances in the Gulf.

In a series of meetings in New Delhi with Western ambassadors whose governments are believed to have influence on Washington, Prime Minister Indira Gandhi's government has argued that large-scale U.S. weapons sales to Paki-stan would destabilize the region. force India into an arms race and drive it closer to its major arms supplier, the Soviet Union. The Indians maintain that arms

sold to Pakistan as a counter to Soviet expansion have twice ended

up being used against India, Furthermore, Indian diplomats

By Don Oberdorfer

Washington Post Service

States is making "measured" prog-ress toward repairing its often-dis-

rupted relationship with Pakistan and may soon resume a military

training program for the Pakistani armed forces, the State Depart-

The statement Friday by spokes-

man William Dyess, plus remarks by Secretary of State Alexander

by Secretary of State Alexander M. Haig Jr. and a statement issued to Islamabad, all indicated that no

ment has announced.

WASHINGTON - The United

have insisted that revitalizing the formerly close defense links be-tween Washington and Islamabad would serve primarily to maintain President Mohammed Zia ul-Haq in power and once more place the United States in the position of supporting an unpopular military government

Besides making those points to some of the United States' closest allies, Foreign Minister P.V. Nara-simha Rao has called in U.S. Friday. Charge d'Affaires Archer Blood to express India's strong objections to a beavy rearming of Pakistan.

India's ambassador to Washing-ton, K.R. Narayanan, has been instructed to press the point during his initial meeting with Secretary of State Alexander M. Haig Jr., scheduled for Tuesday, and a sen-ior Indian Foreign Ministry offi-

cial, Eric Gonsalves, is planning to go to Washington in early April to buttress New Delhi's arguments. **U.S.** Considers Resuming

the figures but said no new budgetary proposal for Pakistan is now

being submitted. Mr. Haig, while not providing details, said the initial Pakistani reaction to U.S. proposals was "quite favorable" but that "since then it's been a more reserved attitude." He said the Pakistanis are "in a very difficult position," and are under pressure on Afghanistan. Moscow.

A Pakistani Foreign Ministry statement issued to Islamabad de-nied "tendentious and misleading reports" about a U.S. military aid offer. The sta id that dis on the g cation of U.S. cussions are taking place about to Pakistan, with politicians from "certain proposals put forward by the United States, including miliall parties accusing the Reagan ad-ministration of returning to Cold War policies. Editorial comment against the United States has also been sharp, tary sales," but that no agreement has been reached. The statement stressed the counand some Indians have coupled Washington's refusal to consider try's fealty to the policies and principles of the Islamic Conference India's view on rearming Pakistan with the Reagan administration's proposed \$85-million slash in planned economic aid to India. and the nonaligned movement. of which it is a member. The statement also said that Pakistan stands by the principle of "friendly coopwith its ocighbors. Nonetheless, the Gandhi goveration" erament's public response to plans State Department sources said to arm Pakistan and cut aid to In-dia have been muted, especially the U.S.-Pakistani talks were characterized by a positive tone that gave promise of forging an im-proved relationship after careful and thorough consideration. when compared with reaction to the Carter administration's offer last year to supply weapons to Sources said that because of the Pakistan. Some Western diplomats in New Delhi speculated that the Inace of the discussions and the U.S. budgetary cycle, it now seems dians fear that an extremely nega-tive reaction would provoke the Reagan administration into a delikely that a major aid program for Pakistan will oot be submitted to Congress until the fiscal 1983 budget, which will be announced cidely anti-Indian posture. Mrs. Gandhi was reportedly trying to steer a middle course benext January and take effect in Oc-tober, 1982. Meanwhile, military tween expressing India's total op-position to arming Pakistan while training and other small-scale aid could be provided if Congress were willing to change the nuclear weapons proliferation laws. seeking better relations with Wash-

According to diplomatic sources, both New Delhi and Islamabad have been informed that Washington will not allow Indian objections to determine the amount of arms it will sell Pakistan or the terms of the sale. "In our view, a secure and confident Pakistan will contribute to

the overall security of the subcon-tinent," acting State Department spokesman William Dyess said The aid package is expected to total \$1 billion over two years, or

more than twice the Carter admin istration's offer last year of \$400 million, which Gen. Zia rejected.

Bot Pakistan once more appears to be backing off from the U.S. of-fer. Foreign Minister Agha Shahi, in a recent interview with The Washington Post, said Pakistan wants economic aid and the right

to buy U.S. arms at cut rates, but no direct military assistance, so as to protect its position in the oo-naligned world and avoid being la-beled a tool of the United States.

One point of contention may be Pakistan Military Training Defense Secretary Caspar W. Weinberger to consider supplying arms to Afghan rebels, many of whose organizations have head-quarters in the Pakistani border

city of Peshawar. On Friday, Gen. Zia told British Foreign Secretary Lord Carrington in Islamabad that Pakistan must be militarily strong before it can consider funneling arms to Afghan rebels, because of the strong likelihood of a sharp reaction from

**Parliament Debates** 

In New Delhi, meanwhile, Parliament has held three days of de-

## TEHRAN --- A prominent supporter of Ayatollah Ruhollah Kho-meini, Iran's revolutionary leader, has been shot and wounded in an assassination attempt in the central province of Fars, official reports said

Two young men on a motorcycle fired at Ayatollah Rabbani Shirazi, Ayatollah Khomeini's personal representative in the province, as he sat in his car in Shiraz, the reports said. He was hit to the neck, but the wound was described as minor.

The newspaper Etela'at said that responsibility for the attack had been claimed by Forghan, an underground group lovolved in previous shoot-ings of prominent Shiite Moslam clergymen. President Abolhassan Bami-Sadr called the attack "a clarion call of danger, a warning to society about the spread of terrorism."

### Accused Spy in Iran Claims Forgery by CLA Resters

TEHRAN - Abbas Amir Entezam, a former deputy premier accused of espionage; testified Sunday that the CIA had forged the documents on which the Iranian charges were based.

"They have been prepared by the agents of the most criminal govern-ment of the world and cannot be used to an Islamic court against a Moslem," Mr. Entezam said of the documents, found at the U.S. Embassy in Iran after it was seized by militants in November, 1979. "It is possible that these corrupt [CIA] agents have forged documents to be used in shattering the national unity of Iran."

The trial, before an Islamic revolutionary tribunal at Evin Prison in Tehran, was later adjourned until next Saturday. Mr. Entezam, 47, who served in early 1979 as deputy premier in the interim government of Mehdi Bezargan, was arrested in December of that year.

## Viola Sworn In as 38th President of Argentina

BUENOS AIRES -- Gen. Roberto Viola was sworn to Sonday as Argentina's 38th president. He had been named to the position to October by the ruling military junta.

Gen. Viola, considered a moderate by his fellow military officers, succeeded Gen. Jorge Rafael Videla, who held the position since the armed forces overthrew Isabel Peron on March 24, 1976.

Gen. Viola, 56, has promised to bring the country closer to democracy but ruled out elections during his three-year term. His 13-man Cabinet, bowever, is the first since the 1976 coup to be dominated by civilians.

## Zimbabwe Cuts Guerrillas' Pay After Clashes The Associated Press

SALISBURY - Prime Minister Robert Mugabe has cut to half the pay of several thousand Zimbabwean guerrillas involved in factional fighting last month, it was confirmed Sunday. There was no immediate maication of ho no trouble. The clashes at four guerrilla camps left at least 200 persons dead. The pay deductions will be used to help cover the costs, estimated at \$16 million, of repairing or rebuilding hundreds of homes destroyed and damaged by guerrillas near Bulawayo, a government spokesman said.

within 24 hours for a peaceful settlement of the Polish crisis and has indirectly warned other nations against interfering in Poland's affairs The pontiff was speaking from the window of his private study to thousands of pilgrims in St. Peter's Square for the traditional Sunday

blessing. Stressing that Poles had the right to resolve their toternal difficulties by themselves, the pon-tiff said: "They want to do so and they are capable of doing so."

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The pope also recalled the final act of the Helsinki Conference on European Cooperatioo and Security on the principles of noninterfer-ence. The act obliged the "partici-

country. the admi The pope did not menu the alli country in connection wiection. m h land, but Vatican sources s'9, sborisad

land, but Vatican sources s/9, shorisad remark appeared to bawion of Ar, m mainly directed at the Sovid to wid ion and Poland's Warsaw rd to as y, n, lies. In a letter to Polish Primad Sov. y \$ dinal Stefan Wyszynski Salissiles ition the pope said that Poles watthe dibelie work and not to strike. "If of 5 uilt that reach me from variouf Per pri-of Poland show that vast me mor an the working people are con Soviet fully to their work in order ti at a 1 fully to their work in order ti days a content in the prome wrone of the source for

come the country's economi rsue is culties," the pope wrote, 1 Uni

CIA Draft Report Is Said to Be Doubt About Soviet Links to World Terroris

By Judith Miller New York Times Service

involvement in international ter-WASHINGTON — A draft re-port produced by the Central In-telligence Agency has concluded Mr. Allen also said Moscow was probably supporting the Palestine Liberation Organization — which that there is oot enough evidence to support administration charges that the Soviet Union is directly be said must be regarded as a terrorist organization — through fi-nancial assistance and support of its main aims. He also declared helping to foment international terrorism, according to congressional and administration sources. that Israeli air raids into southern Lebanon should be generally rec-ognized as "hot pursuit of a sort and therefore justified." Officials said that the draft esti-

They said Saturday that William J. Casey, director of the CIA, had asked his analysis to review their conclusions, considering the, sub-stantial opposition to the report from other agencies.

dence to support charges that Moscow was directly aiding terror-The draft estimate, produced by ist groups, but that in many tothe CIA's national foreign assessstances the evidence of such inments center, has stirred debate within administration foreign polivolvement was either murky or nonexistent cy circles, as Moscow has been The estimate, which was circupublicly accused by foreign affairs

Some officials described tidminia evidence" had been accumulated pute as "definitional," that i<sup>Of</sup> g<sup>dk</sup> agency officials found it date. Se to demonstrate the Soviet Union's to agree on a common wgan.

definition of what constitute as The S Soon after the draft docan i was circulated and began geAL7. ing comment, Mr. Casey as review the report. After re th, s the estimate he asked that it 20 viewed.

"That's really the way thask a cess is supposed to work," apst: cial said. "The estimate iscal r posed to reflect the views of p. 1 agencies and it's not unusus, 19

it would be restudied and rewafter the agencies have comper

But other administrationds congressional officials voice-ber cern that the agency was problem asked to tailor its view: the administration policy. The csi: said, "There would not have; a review if the estimate's ce sions had totally supported t ministration's charge



John Pani II

quick breakthrough on a new so-cority relationship with Pakistan

can be expected. Repair of the Pakistani ties has had a high priority in the Reagan administration, which is placing major emphasis on building an in-formal alliance to counter Soviet influence in southwest Asia.

The administration is also considering increased aid to rebel forces in Afghanistan. The key to this is Pakistan, which shares a long border with Afghanistan and thus has become a "front-line" state in the region.

U.S. Ambassador Arthur W. Hummel Jr. and Pakistani officials in Islambad have completed a first round of talks, the State Depart-ment said. "We believe they have laid the foundation for a durable bilateral relationship," said Mr. Dyess, who also announced fur-ther talks in Washington during an impending visit by Pakistani For-

eign Minister Agha Shahi. Mr. Dyess said that, as the initial gesture of a renewed relationship, the Reagan administratioo is considering resumption of military training for Pakistani armed

forces. Such training was suspended when the United States cut off ecooomie and military aid to Pakistan in April, 1979, under laws dealing with nuclear weapons prolifera-tion, because of Pakistan's nuclear program. Increased Pakistani military

purchases from the United States are also expected, Mr. Dyess said.

The Reagan administration re-cently asked Congress to amend anti-proliferation laws to make it possible to aid Pakistan despite its continuing nuclear weapons drive, tain them, would help them on grounds of U.S. national inter- against the expansioo and rearmaest. Such a legislative change would take many months to enact unless the administration made a higher priority request.

The administration reportedly has drawn up a tentative plan to provide \$500 million in assistance to Pakistan - about \$400 million in military sales loans, some at subsidized rates, and \$100 million

To our readers. . .

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1801 Toi Song Commercial Building, 24-34 Hennessy Road, Hong Keng,

The battles were fought between guerrillas loyal to Prime Minister Robert Mugabe and those of his junior coalition government partner, Joshua Nkomo. Since then, all but one large camp of guerrillas loyal to Mr. Nkomo have been disarmed, and those guerrillas will be disarmed soon, a government spokesman said. The guerrillas are awaiting integration into the national army.

## Mountbatten Named in 1968 U.K. Coup Plot From Agency Dispato

LONDON —. The Simday Times reported that the late Earl Mountbat-ten was involved in a 1968 military plot to overthrow the government of Harold Wilson. The newspaper said Lady Falklender, Mr. Wilson's political secretary, named the earl as a prime mover in the affair, assisted

by "elements" in the army and the City of London. Lord Mountbatten, who was killed by the Irish Republican Army in 1979, was related to both Queen Elizabeth and her busband Prince Philip. Sir Martin Furnival Jones, former chief of the MI5 intelligence branch, said one military figure involved in the plot was a major general but that the group was "a pretty loony crew." No one was charged or

disciplined. Mr. Wilson said Sunday night that there was in fact a plot to take over the government when he was prime minister but he strongly denied that Lord Mountbatten was behind it. He described the Sunday Times story as an unwarranted slur on the earl's memory.

**U.S. Arms for Afghan Rebels: Difficult Choices Seen** 

their villages by air attack.

Kabul, though the site of Soviet

Entire Squads Defect

By Drew Middleton New York Times Service

NEW YORK - President Reagan's hint that the United States might begin to supply arms to the Afghan rebels raises two basic questions: How would the arms be delivered, and to whom?

The arms, if the rebels could obment of the Soviet helicopter formations. But even if Pakistan, the obvious base for an arms delivery program, was willing to allow weapons to pass its frontiers which could invite Soviet retaliation - the difficulties would be se-

In the last four months the Soviet forces have "seeded" the mounin economic support. Mr. Dyess would not confirm stan with small anti-personnel mines camouflaged to be indistinguishable from lumps of earth or small rocks. All the main roads into Afghani-

rious.

stan are guarded by roadblocks, and the entire frontier area is swept daily by fighter bombers and helicopter gunships.

## Ten Guerrilla Groups

Who would receive the arms? Ten guerrilla groups are operating throughout Afghanistan. Some are nationalists, others are ethnic and regional. A third group is com-posed of small fundamentalist Moslem parties. Efforts to estab-

quent clashes between members of various insurgent groups. The analysis believe that the So-viet high command feels it must maintain the present level of standards in Afghanistan 85,000 troops in the country. An

NEWS ANALYSIS analyst with long experience in Af-ghanistan said that despite the fact that oowbere is there any major

lish a united front have failed so

far, and analysts have reported fro-

fighting and despite the ins urgents lack of arms, the rebels were "doing enough to keep the Rusince and a valley south of Mazar-i-Sharif until the Russians diverted belicopter and infantry forces to the area to drive the insurgents sians in a perpetual state of alert." into the hills.

Fighting Ebbs, Flares The Afghan insurgency, as seen by Western analysis, follows the classic pattern of guerrilla conflicts: raids on outposts, sentries

and roadblocks; barassment of supply columns, and death for Af-ghans who collaborate with the Russians.

The fighting ebbs in one region only to flare in another. In January tun market area. and February it intensified in the northern and central provinces of

Fariab, Samaogao, Bamian, Parwan and Kapisa and, unexpectedly for the Russians, to Helmand is now less than half its pre-interand Farah to the southwest.

Kunar province, northeast of vention strength of \$0,000. The government has also failed to halt desertion. Many of the insurgents' Kabul, the Afghan capital, bas been the scene of intermittent

fighting since the Rosssians inter-vened in late December, 1979. The officers are defectors from the regular army, and, despite Soviet watchfulness, the defectioo of enfighting there in the first 10 weeks tire squads is still common. of this year was heavy by present

> virtually no movement of modern weapons into the country from a foreign source. All these condi-tions existed in Vietnam, the analysts point out.

The insurgents still lack two types of weapons that would enable them to cope with Soviet heli-

by Russian instructors have been established. Technical training and vide experts on agriculture, health. transportation, scientific development and cultural affairs. A fiveyear agreement on the exchange of goods between the two countries is under negotiation.

spokesmen of training, equipping and financing international terrorist groups.

The review of the draft estimate has again raised questions about the relationship between intelli-gence officials and policy-makers. Some officials of the CIA fear it is coming under pressure to tailor its analyses to fit the administration's policy views.

## **Carter Period Recalled**

Similar charges were made during the Carter administration and ulted in frequently bitter exchanges between policy-makers and the intelligence community.

Bruce C. Clark, who heads the CIA's assessments unit, is retiring from the agency in April, in what officials said was a personal deci-sion unrelated to the terrorism is-sue. One official said a successor had not been named, but another indicated that Mr. Clark's successor would be the current director of the agency's operations unit, John McMahon.

The intelligence estimate on ter-rorism was begun soon after the Reagan administration took office, officials said. Secretary of State Alexander M. Haig Jr. asserted on Jan. 28 in his first news conference that the Soviet Union, as part of a "conscious policy," was "training, funding and equipping" international terrorists. of his economic plan.

## Security Adviser's View

The administration has subse quently said that combating international terrorism is one of its key foreign policy objectives.

In addition, Richard V. Allen, President Reagan's national security adviser, said in a recent inter-view with ABC News that "ample

## **Estonian Exile Says Dissident Has Died**

Reviers

STOCKHOLM - An Estonian dissident, sentenced earlier this year to two years' hard labor. has died in a Soviet labor camp, according to a leading Estonian exile. He said Saturday that the wife of Juri Kukk had received a telegram from the Soviet security police saying he would be buried Monday.

The exile leader, Ants Kuppar, chairman of the Stockholm-based Center for Estonian Prisoners of Conscience in the Soviet Union, said friends in Estonia had told him by telephone of the telegram. He said it did not disclose how or when Mr. Knkk, 40, a chemistry professor, had died.

partment, the National Security Council, the Defense Intelligence Agency and the National Security Agency, stirred angry debate and response.

mate contained some factual evi-

## Giscard Outlines Cruise Missile **Passes a Test Economic Plan** United Press International

#### The Associated Press WASHINGTON - The

for the first time, has succes PARIS - President Valery Giscard d'Estaing said in an interview that he would expand France's oulaunched a Cruise missile fr submerged submarine to hit a clear energy program and give pri-vate business strong incentives to tarect A Navy spokesman said the Mahawk missile was fired Sab from the submarine Guitar the Point Mugu, Calif., see help the country through its economic difficulties.

The interview was carried Frirange. After the missile surf day in the magazine L'Express as its turbofan engine took over propeiled it overland to a t 300 miles away at Nellis Air i Mr. Giscard d'Estaing and other politicians prepared for first-round elections next month. Most public Base, Nev. Once inside the Nellis range opinion polls show Mr. Giscard d'Estaing even with Socialist can-didate Francois Mitterrand. spokesman said, the missile;

several programmed routes, ing simulated attack passes Mr. Giscard d'Estaing said France's inflation rate of nearly 14 ground target, before it was percent and 1.6 million unemcred to the ground by parac. The Tomahawk was guided : loyed will not "vanish as long as the international [economic] crisis remains unsolved," but the counby a radar system that determ its position by following the tours of the surface, and a sy try could cope better than most through its nuclear development program and new business incenfirst used last month that pares computerized views of target with similar photogr tives. It was Mr. Giscard d'Esta-ing's first outline in the campaign stored in the missile's com: memory.

## **First Planned Soviet Time Shift** In 51 Years Is Puzzling to Some

#### The Associated Press

MOSCOW - The Soviet Union is to switch to daylight saving time Tuesday for the first time in 51 years, an event that is causing confusion and misunderstanding for some people who have neve dealt with time change.

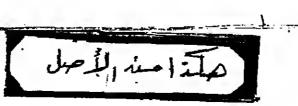
"Most people you talk to understand what is happening and won't have any problems," said Vladimir Ilyin, a Soviet Bureau o. Standards expert who is helping to oversee the change. But people without experience ask questions. They think, 'I won't be able to go to sleep, I won't be able to get up,' " he said in an ioterview, "At first, people were thinking they would have to go to work earlier, but public transport would stay on the same schedule."

Clocks are to be set ahead one hour at midnight Tuesday in all-11 Soviet time zones, and the Bureau of Standards has been advising on the change through television publicity programs, including. man-on-the-street interviews in which citizens confidently declare they understand the system. One announcement warned: "This is" oot an April Fool's joke," and Radio Moscow assured listeners that "the length of the morning will be the same."

The Ministry of Health magazine "Health," with a wide national readership, acknowledged that "many parents are worried that, their children will take the time change badly," and while it as sured them that the change is safe it urged people to prepare physically by gradually going to bed earlier. Experts say the time change should conserve two billion ki-

lowatt-hours of electricity a year. The switch will put Moscow four hours ahead of Greenwich Mean Time until clocks are set back Oct. 1, instead of the three-hour difference maintained since 1930.

<u>с</u>.–

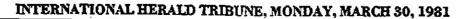


copters and armored vehicles: antitank and antiaircraft guided mis-The Russians, meanwhile, are

gents have broken into and looted shops owned by Hindu and Sikh stan's economy and society. merchants in the Jadi Nadir Push-Three technical schools staffed driving education have been of-fered to 850 Afghan youths. The The government of President Babrak Karmal has been unsuc-Soviet Union has agreed to processful to its intensive efforts to recruit for the Afghan Army, which

headquarters in Alghanistan, is not free of incidents, despite a cur-few, frequent patrols by govern-ment forces and security checks oo engaged in a major effort to ex-pand their influence on Afghaniall vehicles. In some cases insur-

Analysts caution against equat-ing the rebels' situation in Afghan-Almost continuous fighting bas been reported in Charikar and Jaistan oow with that of the Commubal-us-Siraj, north of Kabul. Vilnist insurgents in Vietnam a dec-ade ago. They emphasize that the lagers in the region have been wanted to stop giving shelter to in-surgents or risk the destruction of Afghan insurgents are not united poliocally, that there is oo central military command or general staff The road from Kandahar to Kaand that, most important, there is bul was controlled by the insurgents for a time. They reportedly held a large part of Fariab prov-



# lames of Revolution Are Seen Spreading Into Once-Peaceful Honduras, Costa Rica

By Christopher Dickey Washington Post Service

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O CITY - As the raging fires of rev-ive spread through Nicaragua, El Sal-I Guatemala in the past two years, mounted that all of Central Ameribe engulied. Until recently the fears ing more than that.

re have been hints of trouble in Hon-[ Costa Rica for several months, and a Honduran airliner was hijacked to 1 by leftist guerrillas. In Costa Rica, a red three U.S. Marines. terrorist tactics has erupted now in

ntries, and although it is not on a 1 close to the warfare of El Salvador mala, it has shocked Hondurans, who to the most placid military dictator-

e region, and horrified Costa Ricans,

who are proud of having the most stable de-mocracy in Latin America.

The violence seems to be coming from groups with various ideologies. It springs partly from serious internal economic and political problems in each country, but it is also closely related to the atmosphere of fear that grips the entire region.

The immediate repercussions are felt most strongly in Honduras.

"What you're seeing is the emergence of a pattern," said one well-informed Western source. "The feeling now is that people are po-larizing. The pot was already seething, now it is boiling."

There are numbers of violent factions on both left and right in Honduras; their exact strength is impossible to judge.

"The climate of violence has been growing." said Manuel Gamero, a liberal newspaper editor. "The problem of El Salvador is affecting us, and that is in addition to our own problems of misery and poverty. ... For some time we've noted the organization of anti-Communist bands threatening principally moderate groups."

A year ago pulitical violence was virtually unheard of in Honduras. Under pressure from the Carter administration, the Hondurans elected a constituent assembly, and national elections are tentatively scheduled for the end of November

At the same time, however, the United States moved to beef up the Honduran military with \$3.5 million in military assistance, at least 10 Bell Huey helicopters nn a no-cost lease program, dozens of U.S. military trainers

Search Sector And

including counterinsurgency experts, and more

than \$60 million in economic aid. The official rationale for the program was to help the Honduran military guard the coun-try's borders and keep the Salvadoran conflict from spilling over. Opponents of the Salvadoran government have charged, however, that the United States intends to use Honduras as a surrogate military force for possible interven-tion against Salvadoran guerrillas. Until the last six months, domestic terrorist

incidents in Honduras tended to be fairly insignificant. But in the last six months there have been several shooting and bombing at-tacks, mostly attributed to leftist opposition

groups. In mid-January a large arms cache destined far Salvadoran guerrillas was uncovered in the Honduran town of Comayagua, west of the capital, and several arrests were made.

For its part. Costa Rica has maintained peace and democracy for more than 30 years. but there, too, extremism has begun to flourish amid serious political and economie crises.

محكذا من الأصل

With its oil bill rising astronomically, the price of coffce down and the cost of its extensive social services becoming burdensome, the government of President Rodrigo Carazo was already under severe political attack

Much of the Costa Rican violence appears to come from the extreme right, which is led by a well-funded paramilitary group known as Movement for a Free Costa Rica. But there are leftist guns as well.

Radio Noticias del Continente, a powerful leftist shortwave radio sistion outside San Jose was attacked at least four times by rightist gunmen in the last year. On at least one occa-

sinn the occupants of the station returned the fire. The station was subsequently raided by the government and when automatic weapons and grenades were found it was closed.

Page 3

A courtesy visit by two U.S. Navy ships scheduled for earlier this month became a major political issue. The visit never took place, but in what U.S. officials say might be a relat-ed incident a van with three U.S. Marine em-bassy guards in it was hit by a homemade bomb Jan. 17 in San Jose,

One U.S. analyst familiar with both Honduras and Costa Rica said he believed the timing of all these actions is largely coincidental. But, he added, "you can't discount either the possibility of Cuban connections or the romantie identification with revolution - the bandwagon effect."

## **S. Effort Appears Reassure Chinese** growth in the development of

A Croise on the Yangtse

Asked whether a hiatus in Chi-

Perhaps to underscore official

warmth, the two senior Chinese

Foreign Ministry officials respon-

Then he added the word "not."

eagan Links Grain Ban, Polish Crisis

has appointed a panel of experts

who will report to him by June 1

A number of politicians in the

Western region of the country, where Mr. Reagan has his strong-

est support, have objected to de-

But Mr. Reagan's questioning of the land-basing system goes be-

**Reagan Selects** 

Envoy to Britain

United Press International

WASHINGTON - President Reagan has nominated John Jeffry

Louis, a communications execu-

tive, to serve as U.S. ambassador

Johnson's Wax fortune and has been chairman of Combined Com-

munications Corp., a division of the Gannett media organization, since 1968. He would succeed

Kingman Brewster Jr\_ who has re-

In another action Friday, Mr. Reagan named Frank A. Ursomar-

so, the advance coordinator for his

campaign debates last year, to di-rect the White House Office of

Communications. Mr. Ursomarso,

38, will coordinate public affairs,

research and information services

and will assist the television net-

works in their White House cover-

Mr. Louis, 55, is an heir to the

to Britain.

signed

ant of the MX in the desert.

on the best solution.

sere we could lift it without tem beyond 1986. Mr. Weinberger

nese-American relations had been

y James P. Sterba er York Times Service IG - The United States, st two weeks, appears to st two weeks, appears to st two weeks, appears to its ties with Peking to its ties with Peking to

d that it will not rashly te a confrontation over r President Gerald R. China last week as an enresident Reagan, said Friafter extended talks with leaders he was "absolutely and "absolutely confiat differences between Pe-l Washington would be res relations were "expanded and breadth." se officials said that Mr.

alks last Monday with the nist Party leader Deng Xiand Premier Zhao Ziyang, Reagan's meeting at the Jouse last week with Chai the Chinese ambassador. ended in recent days, Mr. Ford said: "I hope so, if there ever was one. I don't know how serious it was if such a difference did exist." se a long way toward crasrehensions that began to late in Peking last fail. It pen that Mr. Reagan d as a presidential candinpgrade unofficial rela-ith Taiwan in what seemed aid to K sible for relations with the United flouting of the 1979 U.S.-

States, along with J. Stapleton Roy, the U.S. Embassy charge d'affaires and chief China specialormalization agreements. Trubile, David S. Tappan airman of the National for U.S.-China Trade, t on Friday an "explosive in business after Peking npleted an economic readit program in three to five

## ade Council Optimistic

the last six months there's kind of marking-time peri-both sides," said Mr. Tapho is also vice chairman of uor Corp. "We think it is ) shift gears and get on with i we're encouraged by the reer a week of meetings with

trade between our two countries." Deputy Premier Bo Yibo exed similar optimism Thursday after meeting with directors of the trade council. "China will grow into a fairly big market in the world in a few years," the Chinese. news agency quoted him as saying. At a breakfast meeting with members of the American Club here Friday morning, Mr. Ford de-clined to discuss details of his meetings with Chinese officials, but said that the key issue of further arms sales to Taiwan had come up and that potential arms sales to Peking were also dis-cussed. He said only that "with wisdom and prudence" Washing-ton and Peking could deal with these issues without apsetting their long-term relationship. -

BUILDING COLLAPSES - Rescuers urge a trapped construction worker to keep talking from the wreckage of a condominium that collapsed while under construction in Cocoa Beach, Fla. At least 10 persons died when the top four floors of the five-story building fell like "a layer cake," witnesses said. It was feared Saturday that six workers were still trapped.

## **Reagan Favors a Delay on 'Social Issues' To Concentrate on Economic Programs**

## By Lee Lescare and Lou Cannon

ist in Peking, accompanied Mr. Washington Past Service WASHINGTON — President Reagan agrees with the Senate ma-jority leader, Howard Baker, that Congress should defer action until Ford on a two-day riverboat cruise down the Yangtze River last week. Mr. Ford hinted vaguely on Friday that an exchange of official visits between President Reagan next year on controversial "social issues" such as abortion and and Chinese officials might be in the offing. Asked if he had carried school prayers so that those battles an invitation from the president to do not complicate passage of his Chinese officials, he said, "I did." economic recovery program.

The president's position, dis-cussed in an interview, is likely to "Let me put it this way," he said. "I don't think I should reveal upset some of his conservative supporters who became upset last week when Sen. Baker announced any of the communications that I had from President Reagan to the Senate Republicans had Chinese leadership. I'll say this; I that do hope that in the next year or agreed to postpone action on the se trade officials, the trade more we can have an exchange by so-called social issues. Several il's board of directors were the Chinese leadership to the Unit-leading conservative senators y optimistic" about the pros-ed States and by President Reagan promptly insisted there was no leading conservative senators

"It's not only that," he said.

"It's so elaborate, so costly, and I'm not sure that it is necessary or

would be effective. It's again an in-

dication of this whole effort such

as in the SALT talks to have verifi-

ability so you can create a great,

elborate, costly system in which you can hide the missile except that the enemy has to know the

On the question of a military draft and registration, the presi-dent said that removal of draft reg-

istration is a low-priority item for

his administration, but that he re-

mains opposed to a draft. "I think the most important

thing we've been concerned with right now," he said, "is making the

voluntary military more effective

and meeting some of the real prob-

U.S. Auto Crash Kills 4

United Press International

BENTON, La - A station wag-on struck an 18-wheel truck head-

on Saturday, killing four women from Benton, ages 13 through 19,

two of them sisters. The truck driv-

er was not hurt, police said.

lems that they have."

make much sense to me."

MX is under consideration.

House over control of government for postponement, he replied; actions in times of crisis. At the height of the Haig crisis This doesn't mean that we've drawn back from our position on many of these social goals. It just means that these are things that we last week amid reports that the secretary of state was thinking of rethink must wait while we dispose of this problem, and once we get that out of the way and get eco-

nomic recovery under way, then we can discuss priorities with these Reagan said with a laugh during The president offered a gener ally sunny review of his political

#### prospects after two months in off-ice. He said he was pleased with shouldn't have said it." the fast pace of his economic reforms and what he called widespread public support. He dismissed the considerable public op-

YCS.

aboard to stay after the dispute in which he unsuccessfully challenged the decision to give crisis-control management to Vice President **Senate Democrats Are Enraged** By Helms in Aid vs. Food Vote

"I think it's a sad day indeed

As Sen. Kennedy pounded, Sen.

The Associated Press WASHINGTON - The Reagan

Thorne G. Auchter, an assistant

Mr. Auchter said that while the

"to make sure we choose the regu-

The cotton dust standards were

implementing the new stand-

By Helen Dewar

Washington Post Service WASHINGTON - Outnumbered, outfoxed and outraged, Senate Democrats were maneuvered by a sweetly smiling Sen. Jesse Heims into accepting a \$200-million cut in foreign aid in when we pit the poorest starving children of the world ... against American children" and respond order to rescue \$200 million for with "a pious answer that we're going to dn something about the hudget," added Sen. Kennedy, child nutrition programs. The Democrats, who have had

pounding his desk with his fists. more than a little trouble coordinating their hudget approach, were finally geared up Friday for a counteroffensive against President Reagan's proposed \$1.6-hillion cut U.S. Will Review in nutrition programs when Sen. Helms, the liberals' nemesis, beat them to the punch. **Health Rules for** 

Gaining the floor at the start of Textile Industry the second day of Senate debate on the budget cuts, the North Carolina Republican proposed that \$200 million be switched from foradministration has announced that eign aid to school hunches and other children's feeding programs, it will review the financial impact of cotton dust standards on the which Democrats have made one textile industry and acknowledged that other occupational health of their leading causes in the propaganda war over hudget cuts, guidelines may also face review.

## Rancorous Outburst

secretary of labor and head of the "All I'm trying to do is take Occupational Safety and Health Administration, said Friday that some money from foreign aid and give it to the schoolchildren of the Supreme Court was being America," said Sen. Helms, adding asked to delay a ruling on a case that he also intended, as chairman challenging the standards, issued of the Senate Agriculture Commitin 1978 hy the Carter administratee, to transfer \$100 million from tion the Food for Peace program to child nutrition, for a total restora-tion of \$300 million for nutrition study would focus on the cotton dust standards, it might affect programs.

With that, Sen. Helms triggered the loudest, most rancorous and said the administration's aim was emotional outburst the Senate has seen since the Republicans took latory alternative that offers society the greatest net benefit." control earlier this year for the first time in a quarter century. The problem was that the Democrats designed to protect textile workers from a respiratory condition known as "brown lung." Industry groups have asserted that the cost wanted to add money for child nutrinon but not at the expense of foreign aid - and did not have the votes to prevent it once the Republicans gained the upper hand. It is "hogwash," exclaimed Sen. ands, which are not to take full ef-

fect until 1984, will drive many Edward M. Kennedy, Democrat of small textile companies out of

Helms, clearly enjoying himself, pounded back in a kind of tom-United States has to "take away a crust of hread from starving chil-dren" in foreign countries to feed its own schoolchildren. tom response from his own desk across the chamber.

Scn. Kennedy succeeded in winning separate votes on the foreign aid cut and the school lunch add-- but lost in the actual votes on hoth.

The extra school lunch money was approved, 87-9, with seven Republicans joining Ser«. William Proxmire, a Wisconsin Democrat, and Harry F. Byrd Jr., Virginia in-dependent, in vnting no. The foreign aid cut was approved, 70-26, with most Democrats voting for the cut. Most Republicans supported the fareign aid reduction, which came on top of a cut of roughly \$1 billion that Mr. Reagan proposed and the Senate Budget Committee approved.

The Democrais regrouped and came back later in the day with a proposal from Sen. Jim Sasser, a ennessee Democrat, to add another \$200 million to nutrition programs. It failed hy a predicta-hle party-line vote of 35-54,

## **Programs for Veterans**

In between the two nutrition vntes, the Democrats made another stah at trying to restore some of the cuts Mr. Reagan proposed in health programs for veterans, this time hy shifting \$104 million from foreign aid to veterans programs. They lost on this one, too, 44-48, just as they did Thursday in two

previous efforts. Ironically, it was the Democrats' plan to trade off foreign aid for whether other occupational health rules would also be reviewed. He veterans that prompted the Republicans to try a pre-emptive strike for the nutrinon programs.

The Democrais made oo effort to hide their pain, and Sen. Helms gently rubbed salt in the wounds. He quoted Churchill as saying, "There's nothing more satisfying than to be shot at and missed."

Sen. Donald W. Riegle Jr., a Michigan Democras, retorted, "f really feel you have been shooting at the schoolchildren of America

He was asked if Mr. Haig was

signing, the president told report-ers that he thought "maybe some of you were trying to make the news instead of reporting it." "I shouldn't have said that," Mr.

the interview, "I thought I was throwing off a funny the way the question was asked, and it didn't turn out that way and I probably

Praises Economic Program

Mr. Tappan said, adding: "I to China. I think such an exchange say that the long-term ont- of visits would be highly benefione toward explosive cial."

Continued from Page 1)

Reagan's view of the Soviet

ion to a summit meeting was

think it's far too carly for

st said that's down the road

ar in the interview Mr.

n said he has received no in-

m, other than Soviet Presi-

Leonid I. Brezhnev's nine

nvitation to a summit meet-

pat the Russians are willing

e up anything in exchange

1 States.

n said

eaceful relations with the

save made it plain that such

l involve not just limiting

ves to arms reductions or

r forces and so forth." Mr.

hink the whole matter of the

ialism of the Soviet Union,

apansionism. must be a mat-

r discussion. Are they going atinue ... exploiting where

are differences and where

is trouble? And are they

to continue this massive

up of weaponry that is the

st that any nation has ever

are they willing to sit down alk about how we can elimi-

the difference, reduce the

iold of danger from strategic

ons, respect the right of peo-

> self-determination in their

Reagan's questioning of the

at proposal to continuously 200 MX missiles among 4,600

ete shelters throughout the

da and Utah deserts is a blow

entagon and congressional

mers who have argued that

at national security estimates

ependent on this basing sys-

in the all the world?

ries and so forth?

when they do take place

he said. "I haven't said no,

ig a wrong signal."

such agreement. When President Reagan was asked about Sen. Baker's strategy

land-deployment of the MX sys- youd the rangeland it would re-

quire.

ical crincs were under the influence of a "well-orchestrated" Communist propaganda campaign by Cuba and the Soviet Union.

other measures.

'Pretty Concerted Thing'

position to his efforts concerning El Salvador as "confused" and even suggested that domestic polit-

Is there any danger, Mr. Reagan was asked, that opposition to U.S. involvement in El Salvador may spill over and weaken public sup-port for his economic program?

"No, I don't think so," the president replied. "But I do think that we have to recognize that the campaign against what we're doing. the helping of El Salvador, is a pretty concerted and well-orches trated thing, propaganda that I think has confused a great many people and many well-meaning people."

missile is there. And it doesn't Asked to explain further, he said the same slogans and placards against U.S. involvement in El Sal-The president was asked if his reply means that sea-basing of the vador had turned up among pro-testers in Europe, Canada and the "I think there are any number of [options] ranging all the way from United States. silos such as we presently have," Mr. Reagan replied. "Silo, sea-based, they're all being looked at."

"Well, it's even been worldwide," he said, "and you find the same slogans being used in demon-strations in European countries about the United States in El Salvador. You find it here. There were some of those demonstrators in Canada on our recent trip. The placards were the same. The slogans were the same there."

## Dispute Over Haig

Since it is established, he said, that the Russians and Cubans are supporting the guerrilla fighters in El Salvador, "you have to assume that they must also have a hand lice said. then in the propaganda."

While he is generally proud of the opening weeks of his administration, the president criticized himself for having accused the press of blowing up the controversy between Secretary of Siste Al-exander M. Haig Jr. and the White newspaper

Massachusetts, to say Bush. The president replied: "Cer tainly as far as I'm concerned. And

I think as far as he's concerned, His main accomplishment, the president said, has been the economic program, which he called "the greatest attempt of savings in

the history of the nation." He appeared equally confident that his problems with blacks could be overcome if they better understood his programs. He said that black people "have jumped to false conclusions" and had the incorrect impression that they were going to suffer more than others from his budget cuts.

"And I just think that they have been misinformed and in some instances by their own leaders," he added

"They actually, because they do have a higher rate of unemployment than the majority, have a higher proportion of the people in the lower-income groups." Mr. Reagan said. "They're going to be the first to benefit with the elimination of inflation, with the creation of jobs and productivity, reducing of unemployment."

Soviet Car in Athens

Is Damaged by Bomb

The Associated Press ATHENS - A terrorist organization planted four homemade bombs under cars belonging to the

Soviet trade mission in Athens, po-One of the bombs exploded earhy Saturday causing damage, but no casualnes. Three others were defused, police said. The attack was claimed by a rightist group called "Autonomous Resistance" in a telephone call to an Athens

**Reagan's 'Cabinet' of Wealthy Advisers** 

# **Disbanded After Fund-Raising Dispute**

you can find one corporation that

says that I strong-armed them in

Another member of the group,

Charles Z. Wick, a Los Angeles

the press that the White House

had received complaints he had

pressured a corporation into con-

Situation 'Out of Hand'

sources insisted that complaints of

Nevertheless some White House

The kitchen cabinet consists of

Mr. Dart, 73, and Holmes Tut-

Reagan and endorsed him when he

ran successfully for governmr mf

California in 1966. They have been

in Mr. Reagan's politial life.

tributing to the campaign.

hand.'

#### By Jack Nelson Los Angeles Times Service

WASHINGTON - President Reagan's "kitchen cabinet" of wealthy advisers, which gave him his start in politics and has played a crucial role in shaping his administration, has disbanded after a controversy over fund raising. Justin Dart, a Los Angeles in-

any way, I'll give you \$1,000. In other words it's just a dirty, lousy lie — 100 percent." dustrialist who was a founder of the group, said in an interview: The kitchen cabinet has served its useful purpose, and unless the president calls on some one of us investor, also protested what he called "totally untrue" articles in the cabinet is finished. It hasn't any reason to survive."

But another member of the group, Sen. Paul Laxalı, Republican of Nevada, said it would be a tragic mistake for the group to dis band because its members had been of tremendous value to Mr. Reagan, especially on Cabinet, sub-Cabinet and amhassadorial

pressure had been registered in appointments. connection with the fund raising. Despite Mr. Dart's statement that the group had disbanded, Scn. Laxalt said "it should continue to And Sen. Laxalt said "there was some feeling" in the White House, do things for the president on an ad-hoc basis — it will not go away, nor should it." "justified or not, that there had been too much pressure brought to bear." He said the White House felt the situatinn had got "out of

### How the Dispute Began

The kitchen cabinet became a about 20 advisers, although it is subject of controversy following two White House initiatives resis disagreement on exactly how tricting its activities. One was a lemany of Mr. Reagan's friends acgal opinion evicting the's members from offices in the Executive Offfewer than is generally advertised," said Mr. Dart, when asked about ice Building. The other was a movement for the disbanding of the Coalition for a New Beginning,

which had raised \$800,000 to have scrupulously avoided even the appearance of any imfinance a lobbying campaign for propriety." the Reagan economic program.

Mr. Dart, furious over reports He said he was "meticulous in severing any relationship" with the that some corporations had complained to the White House that Coalition for a New Beginning afthey were pressured to contribute to the lobbying campaign, said: "If ter the president named him to the communications agency post.

Mr. Wick said that Mr. Dart had sought contributions for as much as \$50,000 from some corporations for the lobbying campaign. and that "there's nothing wrong in our society for someone to do that and it would be totally contradictory to Justin Dart's character for him to pressure any corporation."

For his part, Mr. Dart defended Mr. Wick against the fund-raising allegation, declaring that he him-self had solicited all but one or two of the contributions.

"If there was any fault, it was mine," Mr. Dart said, "hut I didn't twist one single, solitary arm, that's unequivocal."

## **Alleged Rebels** Arrested in Italy

## The Associated Pres

TURIN - Police have ansuch an informal group that there nounced the arrest of fnur suspected members of the Front Line leftist guerrillas on charges of belongtually qualify as members. "Damn ing to an armed group.

The four were identified Saturday as Cosimo Malintesta, 32, a hospital assistant; Adriann Allora, tle, 75, a Los Angeles automobile dealer, are among the original members who rallied behind Mr. 28, and Pasquale Cammilleri, 26, joint owners of an auto parts store; and Monica Sottamano, 22, a university student

in the inner circle of the group ever since and have played leading roles **FOCUS ON** Neither Mr. Dart nor Mr. Tuttle has expressed interest in joining WEST the administration, but several others members have been ap-GERMANY

## Some of the Appointees

Besides Mr. Wick, who has been nominated as director of the International Communications Agency, they include William Franch Smith, who was Mr. Reagan's personal lawyer and now is attorney general; William A. Wilson, a rancher and investor, as ambassador to the Vatican; and Theodore E. Cummings, a former grocery magnate, ambassador to Austria.

Mr. Wick, declaring he had helped raise \$15 million for Mr. Reagan's political campaigns in the last years, said: "My involvement is a matter of record and 1

A special supplement in the

International

Herald Tribune April 1, 2 and 3

7

satellites that provide hourly read-(Continued from Page 1) grams to develop anti-satellite as spacecraft that watch for missile

indicates that the president s the skepticism expressed by use Secretary Caspar W. berger, who argues that enviental lawsuits could delay

## ike Closes Shops

## 3 Cities in Nepal The Associated Press

.TMANDU, Nepal - Shops closed late last week in Katin, Patan and Bhakupar as lefust-backed All-Nepal Stu-Federation called a general z. It said its demands included controls and the immediate se of political prisoners. ore than 300 students were reed to have been taken into cuson Friday, but the police ded to comment on the report.

weapons. This spurt of shuttle-related ac-

systems.

attacks

tivity has resulted, in part, from a tack from Soviet intercontinental. surge in the use of space for comgon's ability to command, control greater military use of space are seand communicate with the commanders of forces in the field, whether a division of troops or an

aircraft carrier, is based on satellite Wallop, R-Wyo., is the leader of a Such electronic lines of communication would be extremely vulnerable to attack by hunter satellites, if the attackers could operate at the altitude of about 22,000 miles at which most communicaering Soviet threats and maintain-

nons satellites are in orbit. This vulnerability extends to the navigation satellites that, for example, enable Polaris submarines equipped with nuclear-tipped missiles to pinpoint their location at sea to within a few meters. The Navy and Air Force also operate

ings of the world's weather, as well As a further deterrent against atballistic missiles, those who seek nously advocating what at first appear to be wildly futuristic proj-

For example, Sen. Malcolm bipartisan group of at least 100 congressmen that is arging sharply increased investments in such military systems as a manned orbital farfetched command post assembled by the space shuttle as a means of count-

ing world peace. Dr. Kosta Tsipis, associate director of an international security program at the Massachusetts Institute of Technology, dismisses the idea as foolhardy, potentially dangerous and a waste of money.

Current plans by the National Aeronautics and Space Adminis-tranon and the Defense department call for the construction of four shuttles, each interchangeable between civilian and military assignments. The construction of more has met with extreme reluctance in Congress because of costs. For this reason, and because the the shuttle Soviet Union could take countermeasures such as booby-trapping its satellites to prevent capture or inspection, Mr. Tsipis says that the vision of a fleet of shuttles

sweeping away Soviet satellites is

\_\_\_\_\_

"But the Russians do take this as a real threat because they have their own paranoid people too," he added.

At present the Soviet Union is much less advanced in shuttle development than the United States. although it is known that studies are under way there. Aerospace sources in the United States have

said in private that the Soviet Uninn may be a decade away from test flights nf its own shuttle. While the Soviet Union does have an orbital space station, it must rely on launches by conventional rockets with supplies and new crews to sustain the craft in orbit. It in no way has the flexibility of

This has been cited as the reason for Soviet protests over American efforts at shuttle development, although it was the Soviet Union in 1958 that first called at the United Nations for the "banning of the use of cosmic space for military purposes." Opposition by the United States and other countries

led the Soviet delegation to submit a later draft of a space treaty in which the provision dealing with weapons was deleted. The United Nations did agree

on a space treaty in 1967, but the chance to include in it prohibitions dealing with th. placing of military

two major space powers. **Final Fuel Tests Positive** 

date," Operations Director George

Page said Sunday.

# dav

years of space rivalry between the CAPE CANAVERAL, Fla.

(AP) - No major problems were found on the final two fueling tests of the space shuttle Columbia. pointed to official positions. making April 10 a "viable launch

But Mr. Page said a definite launch date for the spacecraft's maiden space mission would not be scheduled until after a meeting of program managers at the John.

Mr. Page's statement followed fueling tests of the shuttle's huge external tank Wednesday and Friday. Detailed inspections revealed "absolutely no debonding" of the critical insulation tiles on the 154foot tank, which fuels the craft's

. . . .

Space Shuttle Program Seen as Crucial to War's Future systems in orbit vanished in the

F. Kennedy Space Center on Tues-

three main engines, he said.



Page 4 Monday, March 30, 1981 \*

## **The Somber Truth**

It is an overwhelming moment: On the events of the next few days in Poland may

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turn a very large part of the course of global politics in the 1980s. If the Poles continue the valiant, tormented effort they have made since August to peacefully resolve the tensions between the people and the government, then it is possible to look ahead with at least some cautious hope that the worst will not occur. But if either the Polish authorities or their Soviet overseers move to break off the dialogue and impose a one-sided solution by force, then things will be very dark - and not only for the Poles.

Repeatedly in the last months it has seemed that there was no way to keep in balance the workers' demands to speak for themselves and the party's and government's insistence on preserving a monopoly of power. Careful leadership, a measure of patriotism and a shared commitment to Socialism and to alliance with the Soviet Union on both sides have prevented an irreparable break so far.

In the latest crisis, the sense is heavy that matters cannot be allowed to lurch forward any longer without prospect of reasonable and foreseeable resolution. The workers' courage is awesome - witness their unprecedented giant "warning strike" Friday. They can hardly be expected to maintain

that pitch of risk and participation indefinitely.

The authorities, or the more frightened among them, seem to be at the outermost limits of their tolerance for change. Presumably the Soviet Union has counted all along on the possibility that events would in the end erode the morale and common purpose that have sustained honest Poles since August in their struggle to find a new Polish way. The Reagan administration issued an ex-

traordinary statement on Thursday. It warned not only the Soviet Union but also Polisb authorities" not to bring force to bear. In this first allusion to the prospect of violence, the statement represented a farreaching attempt to influence the internal affairs of another sovereign state. It was, moreover, a statement with teeth: U.S. readiness to deal with Poland's economic difficulties was specifically conditioned on official Polish as well as Soviet forbearance.

Still, no one can doubt that the principal decisions affecting Poland are being made in the Kremlin. No crackdown could come, such as the imposition of martial law, that did not flow from a Soviet order. Such an intervention, the White House underlined, "could have a grave effect on the whole course of East-West relations." That is the somber truth.

THE WASHINGTON POST.

# **Big Oil's Buying Spree**

"Don't leave anything sitting around on a table, or we'll buy it," says an oil company executive. He testifies to an embarrassment of riches. The oil companies account for a third of all U.S. corporate profits. And with cash pouring in at a rate of \$100 million a day, they are looking eagerly for ways to di-versify into other businesses.

This buying spree is not likely to please consumers, who for years heard that higher fuel prices were needed to finance exploration. And there is rumbling on Capitol Hill about limiting takeovers, especially of miner-al properties. We don't think that would make much sense. But the industry's current drive for diversification should lay to rest any lingering doubts about the adequacy of current exploration incentives or the virtues of the windfall tax.

Mobil owns Montgomery Ward, Atlantic Richfield owns Anaconda, Exxon makes office equipment and last year found an extra billion in loose change for buying Reliance Electric. The pace of acquisitions is picking up. In one week this month, Standard Oil of California offered \$4 billion for Amax mining while Sobio bid \$1.8 billion for Kennecott.

Industry critics see all this as evidence of the folly of decontrolling oil prices. It's bad enough to have to pay the Arabs; why fork over an extra penny at the pump so that Gulf or Texaco can acquire a designer jeans busi-

exploration. If the funds needed had not been generated internally in profits or depreciation tax savings, they probably could bave been raised on Wall Street. But it takes incentive as well as cash to induce exploration.

Decontrol probably was needed to make it profitable to look for high-cost fuel in less accessible places — the Arctic, for example. Equally important, decontrol induces consumers to conserve and eliminates much of the regulatory bureaucracy. In the long run, all this can mean less dependence on foreign sources, and less pressure on world oil prices.

The United States could of course insist that Big Oil put all its extra cash into exploration. But the industry is already working near capacity. With drilling equipment and potentially rich sites in sbort supply, a plow-back" requirement could easily lead to waste.

Alternatively, one might declare certain kinds of investment off limits to the oil companies. Some liberals in Congress want to forbid them to acquire coal and uranium reserves. Such restrictions might not do any economic barm, but not much good, either.

Perhaps the only lesson here is political. The oil industry bitterly opposed any tax on the "windfall" associated with decontrol. The tax that was finally enacted has bite, transferring a good chunk of industry's gain from higher world oil prices to the government. There is no real case for pressing the ustry to do more. Bu ut ne any reason to regret the return of some of the gain to Uncle Sam. THE NEW YORK TIMES.

## **Pretense and Practice:** Auto Imports

## By Michael Kinsley

WASHINGTON - Be-cause of its deep belief in free trade, the Reagan administration has decided oot to impose restrictions on Japanese automobile imports. But following a series of deli-

cate, tea-ceremony-like rituals with President Reagan and oth-ers here in Washington last week, the heart of Japanese Foreign Minister Masayoshi Ito has become filled with a most gracious desire to see fewer Japanese cars shipped to the United States. Mr. Ito told re-porters that the Japanese "are irying to strive ... to bring about satisfactory resolution of

the problem." Get it? Treasury Secretary Donald T. Regan emphasized that we Americans "aren't building barriers" against Japanese imports. Heavens, no! The coming restrictions on Japanese car imports will be stricly "vol-

untary." There are three defects in this notice of voluntary restrictions. First, they are not volun-tary. The Japanese have oo rea-son to restrict their auto exports except for pressure from the U.S. government and threats of formal restrictions if they don't Second, the U.S. consumer who will pay higher prices because of this arrangement and the unknown thou-sands who will lose jobs in export industries, certainly have oot volunteered. Third, a fonl-ish government policy is not made wise simply because it is defined as voluntary.

Mandatory Controls

By labeling its auto import restrictions as voluntary in order to deflect accusations of ministration is attempting a pathetically transparent subter-fuge worthy of its immediate

The Japanese are known to appreciate intricate exercises of form over substance, but Americans, as Jimmy Carter learned, are not so easily charmed. They know a trade barrier when they see one. As with Mr. Carter's wage-and-price guidelines, Mr. Reagan's voluntary import re-strictions, to the extent they work, will have precisely the same effect as mandatory controls

The main effect will be to spur inflation. The Japanese, after all, are not forcing their automobiles on helpless U.S. customers — they are respond-ing to the demand for their products. Trade restrictions mean that some Americans will not be able to buy the cars they want and all will have to pay more. The prices of Japanese cars will go up, and the prices of U.S. cars, protected from competition, will follow. Roger B. Smith, chairman of

General Motors, claims that import restrictions will not raise car prices since the domestic industry is now giving large rebates and discounts on advertised prices. Mr. Smith ei-ther thinks, or wants the public think, that rebates and must meet in darkest secrecy,

discounts don't amount to low-



## 'And We Know You'll Volunteer to Pay More For Cars You Don't Like as Much."

er prices as a result of competi-

But it is precisely this compe-tition that has led to a 30-per-cent increase in U.S. domestic car sales in the past year - a statistic embarrassingly report-ed the same day Mr. Reagan met with Mr. Ito, Mr. Smith is another capitalist who apparently doesn't believe in capital-

## Classic Conspiracy

It is amusing to watch the Reaganites trying to negotiate their scheme past the shoals of the antitrust laws. A straightforward trade barrier would pose no legal problem. But by dressing up their import quota as a voluntary agreement, the Reagan people have made it look distressingly like a classic conspiracy in restraint of trade. The U.S. government spends millions every year policing the economy against agreements among competitors to restrict supply and thereby raise prices.

conspirators ordinarily

and can go to isil if they get

caught. Yet here is the administration pressuring Japanese an-tomakers to do precisely what it ordinarily forbids. To make their voluntary ceil-

ing work, the Japanese compa-nies not only will have to stop competing with U.S. manufac-burers, but will also have to set quotas and stop competing among themselves for the U.S. among themselves for the U.S. market. Wily occidental law-yers no doubt will find a way out of this legal impasse. But there is no escape from what it says about the Reagan adminis-tration's from what it tration's free-market preten-

tions. Trade harriers don't save jobs, either. The dollars that go abroad to pay for automobiles eventually come back to pur-thase U.S. goods. These sales create more new jobs than can be saved by restrictions on im-

The eternal political problem for free trade is that the jobs it creates are scattered throughout the economy, while the jobs it costs are concentrated and highly visible. But this should

jor inhibition on Soviet action in

The West also has an economic

Poland today:

marching so arrogantly under the banner of free-market capitalism Mr. Reagan's embrace of

his economic program in a re-vealing light. The president's tax and budget proposals, which amount to a massive redictribution from the proor to redistribution from the poor to the prosperous, have been de-fended on the grounds that they are necessary to end infla-tion. Complaints that the pro-gram is unjust are rebuffed with assurances that an unfettered economy is the best

welfare program. But in the first major test of their capitalist principles, it turns out that the Reaganites don't really believe in an un fettered comony. So the rich embroidery of theory adorning their other economic schemes has unraveled, and their callousness is exposed naked to the world.

Michael Kinsley, editor of The New Republic, wrote this article

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A second state of the second st

By Stephen Klaid WASHINGTON - AS weekend, the United

was planning to try to blur lationship between pros talks with the Soviet Umon ater ouclear weapons ar SALT process, according t cials here.

Lawrence S. Eagleburger, ant secretary of state of Eu-alfairs, will deliver the U.S. tion to allies at a meeting T of the NATO Special Const Group in Brussels.

Group in prusses. Reports from London Prist dicated that the European <sup>3</sup> for their part will be pressive United States to begin talk

## CROSSCURREN

the Soviet Union as soon as hie on tactical ouclear wear Europe.

The Reagan administra-fear is that resumption of or tions to control the deployns these weapons would put pr-on the United States to resome sort of strategic arms a tion talks, which it is not prs: to do. As a result, the admix

tion will try to steer the alliga-slightly different direction. In December, 1979, shor, fore the Soviet invasion of At-istan, NATO agreed to w a now generally referred to as <sup>b</sup> now generally referred to as track approach to the probla-balancing Western and Sov<sup>40</sup> dium-range ballistic missiles<sup>165</sup> The first track was the detail ment and deployment of 5<sup>+</sup> gle-warhead Cruise and Peny missiles to counter the more 200 triple-warhead Soviet already in place. (The Soviet ion is deploying SS-20s at a aboot one every five days

aboot one every five days lice second track was to pursue if li-ations with the Soviet Unial achieve East-West ouclear end in Europe. In The talks were to have being the framework of SALT-3 oct is tions. But that agreement's reached not only before the me-invasion of Afghanistan, bught ime when the Carter adminity tion had high hopes of guit SALT-2 through the Senate. fog m] , C Lin

saic be SALT-2, in office and the Sta far more conservative than its in December, 1979, the SALT:1

cess is at best comatose. European governments that vored a strong link between 10.: as the theater nuclear issue [1]:

ferred to in NATO circles, by: SALT, are expected to be ask understand that circumstihave now changed dramatical the specific wording of the p-ple agreed to in December, 19.

no longer totally valid. There is widespread agreed even in small countries suc Belgium and the Netherlands for the moment SALT has bee aside but that TNF must prefor political reasons, even the an agreement with the Russia

The arguments of the oil companies notwithstanding, the industry never really need-ed decontrol to raise cash for domestic oil

# **Carving Up Energy**

Among its territorial aggressions, the State Department bas now recaptured control of. international energy policy from the Energy Department. That little coup has been accomplished quietly but it carries large implications for the U.S. response to the next energy crisis.

When will that crisis arrive? No one can say, but experience suggests that it will come without warning. The damage that it inflicts can be limited by the skill with which a national response is managed. Historically, the State Department's record in this area is not a reassuring one.

ft's not a matter of personalities or personal competence. The State Department ought not to be the country's policymaker and negotiator on energy for the same reason that it ought not to be permitted to dominate talks with Japan on imported autos. State is not well equipped to manage matters that are preponderantly the country's internal busi-

The Energy Department was created four years ago precisely because the country had learned through expensive experience that it needed a mechanism to pull together the internal and external ends of the same subject. After the usual rough beginning, the mechanism has recently begun to work effectively. If you doubt it, consider for a moment the current energy crisis that isn't.

That's the crisis that might have followed the ontbreak of war between Iran and Iraq last September. At the time, sober people foresaw a worldwide panic and oil shortage that would bring gasoline lines to this country by early spring - as the Iranian revolution had two years earlier.

Why hasn't that occurred? Part of it has been luck, and part has been the Saudis' decision to keep their production high. But a very large part has been the sophisticated response of the oil-importing countries, led by the United States. They agreed not to repeat the mistake of 1979 of making another frantic grab for the spot market, driving prices wildly upward again. They agreed instead to begin drawing down reserves immediately and to see that oil companies cooperated.

It worked. The rise in oil prices was very modest compared with 1979 and now there's a slight oversupply of oil.

That's why it's disquieting to see Secretary of State Alexander M. Haig Jr. sweep the international responsibilities out of the flaccid hands of Energy Secretary James B. Edwards. In Mr. Haig's defense, it could be truthfully argued that Mr. Edwards has sbown little interest or competence in foreign energy policy.

It could also be argued that Mr. Haig's trespass is not unique. While be was taking over part of Mr. Edwards' job, the interior secretary, James G. Watt, was assuming most of the rest of it. Mr. Watt seems to be fully in control of oil and gas policy.

What does that leave Mr. Edwards with? The nuclear programs and a few odds and ends. Currently, nobody seems to care. But at the first tweak on that oil line from the Gulf, the Reagan administration is going to see why its predecessors decided that they needed a strong Energy Department.

THE WASHINGTON POST.

## In the International Edition

## Seventy-Five Years Ago March 30, 1906

BERLIN - Reports are being assiduously circulated in Berlin of American intrigues in South America. According to Dr. F. Matin in the Tag. the formation of a oew republic, under the name of "La Republica del Pacifico," is now proceeding with the secret assurance of the United States. The new republic is to consist of the two provinces - Tacna and Arica - that were awarded to Chile after her late conflict with Peru. It is stated that, as Chile is the most persistent opponent of the Monroe Doctrine, the United States affords monetary support to factors likely to weaken her power. An article in the Post states that Peru is preparing for war.

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Fifty Years Ago March 30, 1931

BERLIN - Confidence that the proposed Austro-German customs union would be consummated, despite French dissatisfaction, became stronger today, when Foreign Minister Curtius was quoted in an interview with a Viennese paper. Dr. Curtius declared he will meet French Foreign Minister Briand's vigorous criticism of the pact and the manner in which it was negotiated with calmness and detailed arguments. He promised to refute the claim of secretiveness and disloyalty to existing treaties. "I believe I have the right to ask to what extent we caused the disquiet in international relations," he said, referring to France's protest.

PARIS — Polish workers' bid foreshadows Soviet concern about for free trade unions, now at a the coming decade, when similar critical point, is seen by many problems can be expected to arise critical point, is seen by many Western officials as potentially the most momentous development in Eastern Europe since World War

In public comments, these same officials are carefully reserved, mainly to avoid giving Moscow any pretext for denouncing West-ern interference. Behind the scenes, however, NATO members are actively discussing the Polish crisis — what Western interests said. are, what Western strategy should

There is a consensus that Solidarity has mounted the most complex, subtle challenge yet to the Soviet system of rule. Without offisuid cially repudiating the system, the Polish workers have tried to obtain a separate voice within it for workers and peasants - a little like the special status enjoyed by the Roman Catholic Church in Po-

be

land. A Polish success would breath oew life in the claim central to detente that Western trade eventually can liberalize Communist re-

II Solidarity survives, Poland would emerge positioned for a range of new ties with the West. European and U.S. unions' contacts with Solidarity - which already exist - could be reinforced. havior. Key Helsinki accords would be re-

spected because of Solidarity's de-mands for media and travel freedoms

## Hard Times

But the Polish experiment, which might well have succeeded in the East-West exphoria of the early 1970s, probably has less chance of acceptance in the 1980s amid mounting East-West suspicions and a worsening global economic outlook.

The Polish workers' revolt comes at a time when all the War-Soviet Union's, face hard times, aggravated by the growing energy crisis in Comecon. The slow but the Communist bloc for the last two decades - has given way to a prospect of recurring worker agita-tion, of which Poland is seen as the

How Moscow ultimately reacts to Poland, therefore, probably

throughout the satellites and even-tually in the Soviet Union.

While many Western poll-cymakers are pessimistic about card - Poland's debt of \$13 bil-lion to banks and \$10 hillion to Solidarity's chances of gaining real union freedoms, they still have sought ways to help. "The break-through is such a fundamental Western policy goal that we have to want it," a European diplomat governments in the West. Creditor nations - West Germany, fol-lowed by the United States, France, Britain, Italy and Austria rance, linitain, Italy and Austria — have been supplying food aid and financing to enable Poland to pay its debts for more than a year, with the United States supplying the most substantial help. Reports last weekend indicated that Poland

But in trying to influence the outcome in Poland, the West has little leverage: "It's an earle feeling of standing by, knowing that your role is only reactive," a diplomat

Western reactions are the West's main form of influence oo events as they happen

**Determined** Front

To capitalize on its political deterrent, Western governments have striven to show a united, deternined front: "We've tried to quiet-by convince the Kremlin that they would pay a high political and eco-nomic cost for intervention," a Eu-

ropean diplomat said. A related policy has been highlevel discretion to avoid giving Moscow ammunition for accusations of provocative Western be-

Moscow already describes as "subversion" the open involve-ment in Poland of the U.S. labor federation, the AFL-CIO, which is providing printing equipment and organizational materials to Solidarity. European unions extend similar help, but do it more dis-creetly-and cause less outcry.

vention, a provision in any West-em plan will permit Poland's debt The Reagan administration, de-

spite its harsh anti-Soviet rhetoric, has fallen in line with European governments in shunning inflammatory commentary. The idea is to avoid letting the Soviet Union score any propaganda points with leftist opinion about U.S. actions in Poland which might split West-ern opinion in the aftermath of a Soviet intervention and weaken

the Western response. The biggest political risk for Moscow is that the Soviet behavior in Poland would drive Western Enrope back into the arms of Washington after years of deepening divergences between the United States and its European allies.

This potential damage to Mos

for The Los Angeles Times. not matter to an administration

highly unlikely because they not be prepared to ocgoulate

an existing advantage. The problem is that the S Union might try to link a agreement that the Europeane too attractive politically to down with a SALT proposal the Reagan administration v. consider unacceptable.

cow's long-term strategy of split-ting Western Europe from the tacked. United States probably is the ma-In that event, if Moscow al-The result could be a U.S.pean split, with the Europeans ting pressure oo the United S to rush into SALT talks. A lowed its protege to default, West-ern credits probably would dry up likely result, though, is tha' TNF talks would break d for all of Eastern Europe since the That would exacerbate rela Soviet Union is deemed the credi-

within the alliance and cause tor of last resort for its satellites. It for political problems for a would open a new front in the ber of European governments strong anti-ouclear lobhics. East-West economic warfare inggered by any Soviet interven-The new U.S. approach w Warning about this financial fallout, Richard Portes, a Europe-

aimed at loosening the conner between TNF and SALT based analyst who has written an devising a new European the influential study of the Polish cri-sis, argued that Western governframework in which to hole talks, which would still be ducted by the United States ments should subordinate any direct political goals - such as trying to loosen Poland's political the Soviet Union. On other matters at Brussel: ties to the Soviet bloc - to the

United States is expected to firm its confidence in the overriding need to foster economic reform in Poland, a common Easttrack approach, to emphasize West benefit. Intervention in Poland would cost Moscow militarily much more heavily than its actions did in the Cruise and Pershing-2 pro-must go on unimpeded, and to cuss the need to counter the S propaganda effort launchec Leonid J. Brezhnev's offer a Hungary or Czechslovakia. It would also serve to demon-26th Communist Party Con, for a moratorium on further strate that the Soviet system is too totalitarian to accept peaceful change — a key tenet for critics of ployment of tactical ouclear

siles in Europe. The Reagan administra Politically, it would powerfully boost the Reagan administration's seems to be calculating that strong link between TNF, SALT is not overwhelmingly campaign to convince the Europe-an allies to revise their views of the portant politically in Europ that calculation is shared by H pean governments and they a to apply the appropriate cosmisthere is a good chance that talks will get under way again preparations for deployment o new missiles will proceed wit

political hindrance. ments coordinate their responses if Moscow finally decides to destroy But if the calculation is we the potential exists for a seriou tra-alliance rift. ©1981, International Heraki Tribune

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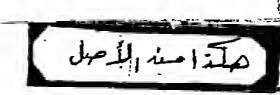
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International Handd Telleure, 1 Paris No 73 \$ 2412 (1997) 61, a sur-Sense, Tel. 207-12-63, Teles: Paris, Director de la publication prior \$735 yearly. Second N.Y 11301 - 1981 haten

confirmed. As a deterrent to Soviet inter-

has exhausted these facilities. But Western creditors have also In fact, signals about probable been meeting regularly since December to come up with a new fi-nancial package for Poland, ex-pected to be ready in May. By aiding Poland, Western gov-

The Western Response (1): Private Hopes

**By Joseph Fitchett** 

eraments hope to prevent econom-ic hardship from causing uncon-trolled social unrest. In the longer run, they hope to extend a carrot of Western help with the ruinous Polish economy, if it is given a chance to reform.

Western strategy on aid to Po-land is twofold: to tie it to Polish economic reform and make it conditional on Soviet cooperation. Neither is a simple objective. On reform, Poland is caught in a

Soviet Union. Europe probably would no longer hesitate on con-tentious alliance issues such as invicious circle: economic reform requires domestic austerity — not the benefits sought and won by Solidarity. However, Western offi-cials are optimistic that Polish workers would agree to tighten stalling new nuclear missiles in Europe, spending more on arms, sup-porting U.S. policy in El Salvador. But any alliance gains will de-pend on how well Western governtheir belts if Solidarity's gains are

# هكذا من الأصل

## INTERNATIONAL HERALD TRIBUNE, MONDAY, MARCH 30, 1981

Page 5

# shannesburg Area egregated by Law, ut Not in Practice

y Joseph Lelyveld Ter York Times Service VNESBURG — A white student who was moving apartment in Hillbrow, a hood here that is vaguely ant of New York's Greenlage, was taken aside the y in a confidential manner Afrikaner woman who the building's caretaker. you don't mind, but a Indian family bying next as said. "They're very nice ust keep quiet about it." t, there are hundreds of e families — nearly all Inpeople of mixed race, clas-

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coloreds --- living in Hill-adjacent areas of central sburg in direct contraven-the Group Areas Act, unch these sections were all proclaimed to be white. : estimates, the number of and coloreds illegally re-n such areas may be more

of the families have had t charges lodged against at there have been no prois for nearly two years and, e, no evictions under court t is not that the anthorities cided to turn a blind eye to nal integration on a limited at rather that the usually ss punitive machinery that s racial separation in South . seems momentarily to have

authorities, woold plainly resolve the question swiftly ictly, but that seems imposbecause a multiracial citi-roup called Action to Stop n has managed to mobilize of Johannesburg lawyers re willing to take these casout fees, enough to ensure ery case will receive a full a The public prosecutor has more than 500 cases to to court. Even if he wins a orders in all of them, there al prospect that many of the ed families would pay their and move into other apartin the officially white areas, s the whole legal battle cycl-

## lo Apparent Alternative.

y would do so not because ave a political point to make cause they have no apparent trive. There is simply no. ig available in the already owded areas of Johannesreserved for coloreds and Inwhere even backyard sheds garages fetch high rents as and almost apologetic.

1 the free-market economics long as we live happy," her hus- is sure to win Mr. Botha votes in

Town, any crash program to make more land and housing available to coloreds and Indians is likely to draw more of them to the city and is thus unlikely to relieve the prob-

On the other hand, aggressive enforcement of the Group Areas Act is likely to promote an exclus of skilled workers at a time when industrialists make much of a skills shortage that allegedly hobbles South African industry. As matters stand, the housing shortage for co-loreds and Indians functions as a kind of "influx control," although these groups are not subject to legal limitations on their movement in the way blacks are under the system of that name.

When these contradictions and complexities are brought to bear on individual lives, the results are normally uncertainty and tension. Cheryl and Michael Noei might be held up as examples of the eco-nomic opportunities that are now open to skilled nonwhites in this country.

## **Complaints** Ignored

Mrs. Noel, 27, has a supervisory position in the main branch of Barclays Bank in Johannesburg. Her husband, 33, is a licensed artisan in a plant that builds armored personnel carriers and transports for the South African military. Together they earn about \$24,000 a year, but they live in a dingy one-room apartment in Hillwhere the rent has been brow

naised three times in the last eight months and their complemts about clogged plumbing are ignored. They could get a mortgage from Mrs. Noel's bank if they could find land or a house, but they have no prospect of finding either. They could move to Durban, Mr. Noel's hometown, but the job Mrs. Noel holds in Johannesburg is still re-served for whites in Durban, and Noel would have to take a wage cut of more than 20 percent. What they are thinking of doing is moving to Australia.

Meanwhile, they face charges of being in a white area. Mr. Noel was hauled out of their apartment last month by the police, and, by his account, was abused and crudely threatened. Mr. Noel said he was called boesmin - an Afri-kaans word for "bushman" that is an epithet for coloreds - and was

told that the police were ready to kill "to keep. Hillbrow white." On



ANTI-THATCHER PROTEST - Police in Cardfiff, Wales, removed a demonstrator outside City Hall after fruit was hurled at Prime Minister Margaret Thatcher's car as she arrived for a Conservative Party meeting. Neither she nor the car was hit. Police made several arrests. Many of the 400 demonstrators were unemployed workers.

## **Botha Says Bishop to Lose Passport for U.S. Remarks**

tressed by signs that Washington is going to be more friendly toward Pretoria than under the Carter ad-

We will have a black prime minis-

But what undoubtedly has an-

gered the government the most is Bisbop Tutu's support for sanc-

withdrawal of investments, to

While overseas, Bishop Tutu

vesting to buttress one of the most

The companies have stressed that

their investments would create

In an interview in Washington Friday, Bishop Tutu said that in

his talks with U.S. officials he had

new directions of [U.S.] Africa pol-icy." He said that because South African authorities had anticipated

more favorable treatment from

Washington, Pretoria had been en-

couraged to scuttle talks in Geneva

in January on independence for Namibia (South-West Africa).

Bishop Tutu's passport, with-

jobs for black South Africans.

vicious systems since Nazism.

ter in five or 10 years."

By Caryle Murphy Washington Post Service JOHANNESBURG — An angry Prime Minister Pieter W. Botha ministration. The bishop has also been quoted as saying, "The April election in South Africa is the last all-white election they will bold. said the government would with-draw the passport of black Angli-can Bishop Desmond Tutu be-cause of his public remarks about South Africa during a current U.S. visit

Bishop Tutu is general secretary of the South African Council of tions against South Africa, such as Churches, which represents about 15 million Christians, of whom 80 force the government to make meaningful changes in its racial percent are black. He is one of the most outspoken black criocs of the policies. country's white minority governwas quoted as saying that foreign investors "must know they are inment

While in Washington, Bishop Tutu talked with Jeane Kirkpatrick, the U.S. ambassador to the United Nations, and with the designated assistant secretary of state for Africa, Chester Crocker,

## **Policy Review**

Mr. Botha, speaking Friday at raised "the general unease at the an election campaign meeting in the mining town of Welkom, was the other hand, the officers that Mrs. Noel had to deal with when she was charged were courteous and almost apologetic. "As far as 1 am concerned," Mr.

y living quarters. "We're not living here because Botha replied, "his passport will be nat is involved is a seemingly we want to be white," she said, withdrawn when he returns." His solvable contradiction, be "We don't care where we live as andience applauded and the acoon

# **Book Pirates Keeping Ahead of Publishers**

By Edwin McDowell New York Times Service

NEW YORK - Five years ago, McGraw-Hill translated a diamond jubilee edition of "Gregg Shorthand" into Spanish for sale throughout Latin America. A fastbuck artist in Peru bought a copy, paid a local printer in Lima to reproduce a cheap offset edition, then sold the pirated version to bookstores for a fraction of the

original cost. "He might never have been caught," said William Cusick, a McGraw-Hill lawyer, "except that be bad the gall to list himself on the title page as the author of the translation If book pirates are usually more

subtle than that, they are also evesubtle than that, they are also every bit as brazen. And often, they do not get caught. The result is that book piracy is flourishing worldwide. "Our best estimate is that it is a \$500 million-a-year business," said Mr. Cusick, chairman of the piracy committee of the Association of American Publishers

ers. Few Americans are aware of book piracy because relatively lit-de pirating goes on within the United States. "But it's a major problem for almost every Ameri-can publisher," said Leo Albert, chairman of Prentice-Hall Interna-tioned and the aublisher' area. tional and of the publishers' asso-ciation. "Some countries pirate just about every trade book and textbook we publish." Piracy is also relatively rare in Europe, al-though students in at least four West German cities were once arrested for running so-called under-

ground presses, reportedly to pro-test the price of legitimate textbooks, while one university professor was caught moonlighting as a pirate.

The major offenders ply their trade in Taiwan, Korea, the Philiptrade in Tarwan, Korea, the Philip-pines, Singapore, Peru, the Domin-ican Republic, China, Pakistan, Hong Kong, Malaysia, Thailand, Indonesia and Egypt. Their targets are such best-sellers as "The Thorn Birds," "Jaws" and "Roots," as well as medical, technical and other academic material. The locare in the aircraft brade are the Spanish Police Kill losers in the piracy trade are the authors, who are denied royalties **British Ship Captain** 

on their work, and the publishers, who are denied sales. "The pirates can shave margins to a degree that the commercial publishers who United Press International SAN SEBASTIAN, Spain --- Po-licemen who were called in during a disturbance on a British freighter have to pay royalties and high shot its captain to death after he overhead can't possibly do," said Graham England, president of CBS International Publishing, opened fire with a shotgun, consular officials said. They identified him as John Wilkinson, of the 460-Book piracy is still largely a loton Argus Pride, registered in Lon-

cal cottage industry. Yet, some pidon. rates have demonstrated en-trepreneurial abilities that legiti-mate publishers might envy. The pirated edition of Harold Robbins' "Memories of Another Day" appeared in Malaysian bookshops two weeks after the authorized edition went on sale, while paperback copies of John Le Carre's "Smitaken ashore for questioning.

piracy mills or bookstores on be-half of foreigners, or where judges ley's People" went on sale in India last year two weeks before the hardback appeared anywhere in often treat piracy as a civil dispute. the world. (A pirate presumably even though the law on copyright got his hands on a copy of the hardcover book while it was still in an British warehouse.)

For all the problems there are few effective remedies, in part because few of the nations in which piracy is rampant belong to or honor the Universal Copyright Convention, to which the United States belongs, or the Bern Convention, comprising principally European and some Laun nations. The Bern Convention recognizes copyright law for the life of the author plus 50 years; the United States and some other nations give copyright protection to authors for 56 years.

That leaves it up to legitimate publishers to pursue the matter as best they can in nations where po-licemen are reluctant to raid local

makes it a criminal matter. It took McGraw-Hill two years of protracted, costly litigation to force the Peruvian who pirated its sbonhand book to agree not to do any more book pirating and to destroy remaining pirated editions. The copyright statutes of certain countries make it particularly diffi-cult for publishers to assert claims against pirates. "There's a question whether piracy in the Dominican

Republic is really piracy," said Mr. Cusick. "It is, in our sense, but a pirate there would maintain he's doing what he has a right to do, since only books by Dominican authors are registered under the Dominican copyright law." Sometimes international politics

inhibit the fight against publishing thefts. Mr. Albert, who helped per-suade Taiwan to bar export of pi-

security police.

a sensation

1930s, and his mother was sent to

Yuri Trifonov Dies at 55; **Prominent Soviet Author** 

From Agency Disp MOSCOW - Yuri V. Trifonov, 55, a Stalin Prize laureate in literature who became one of the Soviet Union's most respected and politically daring authors, writing open-

## **OBITUARIES**

ly of Stalin's terror, bas died after a kidney operation. Mr. Trifonov, who died Satur-day, won the Stalin Prize in 1951

"Students," a novel about Sovifoi et university life after World Wat II. In the last 15 years, bowever, his novellas and stories focused on the moral torments remaining from the time of Stalin's purges.

confines of Soviet censorship, his criocal viewpoint often came close The author's father, a Bolshevik revolutionary, was imprisoned and executed in the purges in the to the impermissible.

## A. Bernard Hollowood

distance from politically active

writers and remained within the

LONDON (AP) — A. Bernard Hollowood, 80, a former editor of Britain's humorous weekly Punch, died Saturday. Mr. Hollowood, an economist, joined Punch in 1942 and was editor from 1957 to 1968. He wrote more than a dozen books and was a cartoonist and broadcaster.

## Hamdi Canaan

TEL AVIV (UPI) - Hamdi Canaan, 60, a former mayor of Nablus, the largest city in the West The police said that as two officers boarded the vessel Saturday in the port of Pasajes, near San Sebastian, the captain fired from a Bank, died Saturday. A scion of a wealthy Syrian family that relocated in Nablus, Mr. Canaan was hatchway with a shotgun. He was named mayor by King Hussein of Jordan in 1965 and served until killed when the police returned the fire. Members of the crew were 1969, two years after Israel cap-tured the West Bank.

rated materials, said that country was about to join the Universal Copyright Convention as well. 'But about a month before, they were expelled from the United Nanons then Unesco," be said. "Since Unesco administers the Universal Copyright Convention, Taiwan was no longer eligible to

American publishers have scant sympathy for the Robin Hood ar-gument that pirated editions are all that many Third World students can afford. The price of most pirated books is only marginally lower than that of legitimate edi-

tions. Moreover, both copyright conventions added reservations in 1974 aimed at helping developing countries obtain books they need ed at low rates, according to Mr. Albert, and many countries established copyright clearing centers where they could easily obtain licensing and publishing rights.

Man Is Arrested After Bookstore Fire in England

United Press International BIRMINGHAM, England — A man used a car to block the doors a prison camp. Mr. Trifonov's best-known work, "The House on the Embankof a lefust bookstore, splashed gas-oline inside the store and the car and ignited them. All seven perment." appeared in 1976. A com-plex short novel, it tells of the sup-pressed agony of a man who in his youth failed to defend his college sons in the bookstore escaped but police found a woman's body in professor and intended father-in-law from false accusations by the the trunk of the car. The incident on Friday may be

related to a crossbow assault on a The story, one of the few Soviet literary works with an anti-Stalinpedestrian Tuesday, police said. Police answered an arson call at a Socialist Workers Party bookstore theme to be published after the fall of Khrushchev in 1964, created and found the woman's body in the burned-out car, An empty 5-Although Mr. Trifonov kept his

gallon gasoline can was nearby. Police investigated the possibility that the woman was killed shortly before the firebombing so the arsonist could steal the car. Police spokesman Tim Hilton said an unarmed man in this 20s was arrested shortly afterward in a nearby street, "At this stage we are not rejecting the possibility this incident is connected with two other incidents which took place in Bir-mingham earlier this week in which a man was shot through the neck by a crossbow on Tuesday and another man was struck over the bead by a weapon later the same day," Mr. Hilton said. The crossbow victim survived.

**Detroit Gets Archbishop** 

United Press International

WASHINGTON — The Most Rev. Edmund C. Szoka, 53, has been named by Pope John Paul II

to be archbishop of Detroit, succeeding Cardinal John F. Dear-den, who resigned last July for

health reasons.

Prime Minister P.W. Botha's band said. But why, he asked, can the April 29 election. But it will drawn a year ago after he refused to publicly retract a statement be age body of racial law that it contract with a promise of a rent-und to administer. Because free apartment while a colored rica. difference of the public of levels in Johannesburg are . South African artisan with the ly higher than m other cen- same skills cannot find decent press, Bishop Tutn told U.S. poli- turned to him just before his cursuch as Durban or Cape housing at any price?

According to reports in the local buying South African coal, was recymakers that blacks were dis- rent trip.

## Mugabe Sets U.S. Choice: Black Africa or Pretoria

## By Jay Ross whington Post Service

would naturally have decided to make a choice between us and South Africa, which choice we ISBURY - Prime Minister shall regret; but we will continue t Mugabe says that the n administration is facet hoosing between friendship black Africa or with South

Zimbabwean leader balhis carefully phrased re-Saturday with praise for the istration for its "very posiapproach in pledging \$225 n in aid to the country over at three years at an internadonors conference that end-

ir hope is that the Reagan istration does not move closstill known as Rhodesia. South Africa," Mr. Mugabe news conference. If it did, he , "the U.S. administration

#### to work as effectively as possible to make the American administration see things the way we see by serving one year's notice that it intends to end the preferential trade agreement between the two them. **Complicated Dependence** nations, a move Mr. Mugabe said Mr. Mngabe's own attitude "was to be expected."

toward his southern neighbor is complicated by Zimbabwe's de-pendence that intensified during 15 years of international sanctions against the former white minority region and force countries such as against the former white minority overnment when the country was Zimbabwe to choose between East and West

links to the south.

Mr. Mugabe said Zimbabwe A Western analyst in Salisbury supports the African move to im-pose economic sanctions against nism toward the apartheid regime toward South Africa as a litmus South Africa over its refusal to in South Africa noted last week test of friendship.

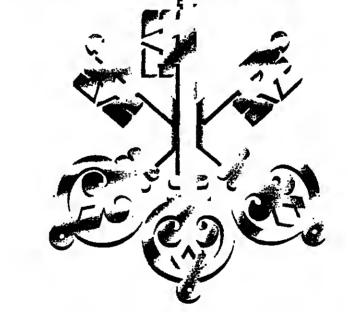
grant Namibian independence, that Western economic aid, al "but we cannot involve pursclves though badly needed, would play a in sanctions" because of economic secondary role to the issue of secondary role to the issue of South Africa. "There is no way, South Africa increased econom-U.S. aid could ever compensate for ic pressure on Zimbabwe last week a wrong position on South Africa on the racial issue."

"It would lose the blacks and knock U.S. aid out of business" in the area, he said. Such a development, he added, would mean the United States could not have a negotiating role in seeking a peaceful alternative to racial conflict in southern Africa.

Just as the Reagan administration appears to be dividing the world between the friends and enemies of the Soviet Union, black

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# eagan to Pursue Talks on Namibian Independence

## Continued from Page 1)

ims" of African refugees, ugh-visibility U.S. participa-in the conference, which is ored in part by the Organiza-of African Unity, implies a U.S. donation to efforts to

e refugees. The Reagan administration, e its budget-cutting empha-edged last week to contribute million over three years in aid moabwe. This contribution, ded only by those of the 1 Bank and Britain, is aimed proving Zimbabwe's chances ability and aligning it to the

ste are different signals than that had caused alarm in Afand European capitals in reweeks. The previous signals sted that a preference for -ruled South Africa over Africa, and for military conation over negotiations, derstanding" bett I characterize Mr. Reagan's States and Japan.

Reagan, in The Post interspoke of "a continued friendwith South Africa despite country's "repugnant" policy artheid, but he laid the most on continued friendship with emerging African states, the

ring that some of the African ries "have a chip on their der toward us." Mr. Reagan he United States is "going to steps" to bring about better istanding with them.

interview that "we want to see a been run by South Africa since and West Germany negotiated peaceful solution to the Namibian World War L Its future is bitterily over three years a plan for UN-supeaceful solution to the Namibian situation." He added that in his contested between South Africansupported local groups and a black view, the solution would involve an election that "should follow the liberation organization, the South-West Africa People's Organiza-tion, based in neighboring Angola. adoption of a constitution that guarantees equal rights to all people in that country --- property rights, minority rights." A five-power international "con-Namibia, a large and mineral- tact group" composed of the Unit-

rich former German colony, has ed States, Britain, Canada, France New Foundation Aims to Improve

Stress on Black States

programs, exchange visits by lawmakers, politicians and scholars, and a range of other activities. Grants will be given to both Amer-African states."

icans and Japanese. former American ambassador to Morocco, at a news conference.

Reagan volunteered in the

Strained Ties Between U.S., Japan with the backing of a panel of prominent Americans, including New York Times Service NEW YORK - At a time of strain in the relationship between NEW YORK — At a inne of strain in the relationship between Washington and Tokyo over trade and military-security issues, a new multimillion-dollar private foundaand military-security issues, a new multimillion-dollar private founda-

tion has been established to A likely choice as president of "strengthen cooperation and unthe foundation board is said to be derstanding" between the United Richard W. Petree, a career foreign service officer who held a The new group, the United number of consular and diplomat-States-Japan Foundation, will ic posts in Japan during the past 20 years and speaks Japanese have a \$48-million endowment from the Japan Shipbuilding In-from the Japan Shipbuilding In-dustry Foundation. It will be used have its beadquarters in New York with a branch in Tokyo. to finance studies, public television

Plan for Elections

The undertaking is the latest good-will enterprise of Ryoichi Sasakawa, a Japanese billionaire who has poured more than \$25 million into UN activities, many of The establishment of the new them welfare programs in develop-philanthropy was announced by its chairman, Angier Biddle Dake, S.7 million for U.S. universities. He is considered a powerful influ-The foundation was organized Liberal Democratic Party.

pervised elections in Namibia. The plan received a grave setback when South Africa and the leading inter-nal party, the Democratic Turnhalle Alliance, rejected it in January

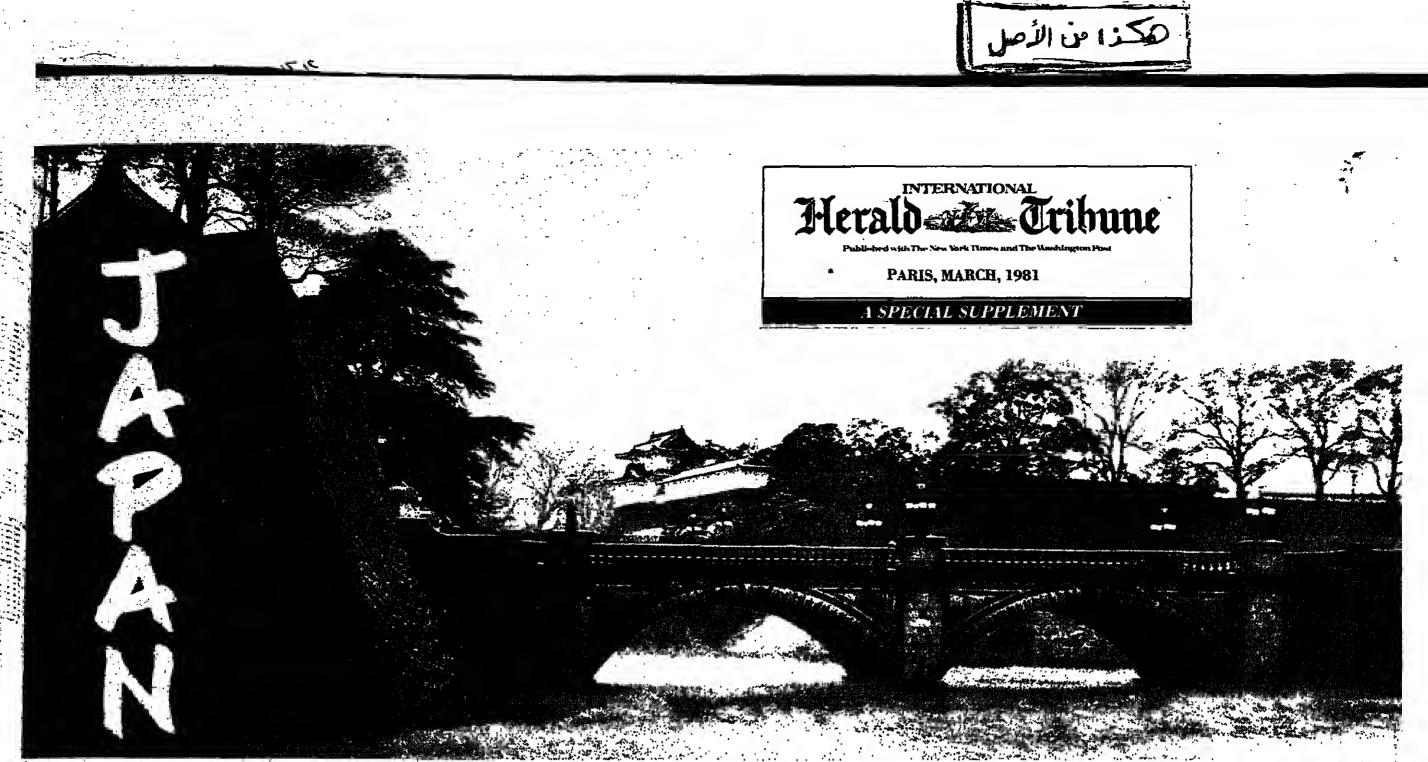
The Reagan administration has been under heavy pressure from al-lies, especially Britain and West Germany, to continue the interna-tional effort for a negotiated settlement. A great deal of pressure and concern also has come from black African states, which are sponsor-ing a UN Security Council debate on South Africa's role in Namibia next month and may at that session seek mandatory sanctions, courting a veto from the United States.

Dirk Mudge, leader of the Dem-ocratic Turnhalle Alliance, who visited the United States earlier this month, advocated constitutional guarantees for whites and property owners along the lines mentioned by Mr. Reagan. Agreement on such a constitution before the proposed UN-sponsored elec-tion in Namibia would require new and probably extensive negotiaoons.

In resuming a U.S. drive for a negotiated settlement, according to official sources, the administration has decided to launch high-level consultations with African parties. Senior officials, including Chester A. Crocker, who has been nomi nated to be assistant secretary of state for African affairs, are exence in the right wing of Japan's pected to visit the region for this purpose soon.

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8 1/4 % 20% Dec         exp 23           Summbrano Muchailind         c         187         115         exp 33           7         % 19% See         exp 33         exp 33         exp 33           Alcabata Interprete 23.03         c         100         \$13.44         \$13           8 1/4 % 19% Dec         s         99 1/2         94.344         \$10         \$10           8 1/4 % 19% Dec         s         99 1/2         94.344         18.20         \$10           12 1/4 % 19% Dec         s         99 1/2         94.344         18.20         \$10	Constitutions Citry 7 17 May 7424 10.28 0.28 Constitutions County 71/4 12 Oct 72 44 0.27 544 Constitutions County 72/4 12 Feb 17 72 44 0.25 Constitutions County 82/4 17 Sep 171/4 10.27 5/2 Constitution County 82/4 18 Coct 451/2 11.42 11.57 5/2 Constitution County 82/4 18 Coct 451/2 11.42 11.57 5/2	525 OBverti Intt. S.A. 8 3/4 11 Nov 94 15.51 9.11	Lir 100 Roed inst. M.	10 734 W CE 71 124 134 134 114 11 51/2 W ANGE EL 1/2 124 134 114 11 14 15 1/2 134 114 14 15 1/4 W 560 72 1124 1743 1925 14 164 1141 14 164 1141 1916 1916 1916 1916 1916 14 164 1141 1916 1916 1916 1916 1916 191	On 100 Alexity-old         9         100 Alexity-01         2         100 Alexity-01         100 Alexity-01 </td <td>Constant Lager Canadian Dave Sa 9 20 Amer Sa San Sa Lager Anaper Canadian Sa 20 Amer Sa 20 Amer Sa San Sa Lager Anaper Canadian Sa 20 Amer Sa 20 Amer Sa San Sa Lager Anaper Canadian Sa 20 Amer Sa 20 Amer Sa San Sa Lager Anaper Canadian Sa 20 Amer Sa 20 Amer Sa San Sa 20 Lager Anaper Canadian Sa 20 Amer Sa 20 Amer Sa San Sa 20 Lager Anaper Canadian Sa 20 Amer Sa 20 Amer Sa San Sa 20 Lager Anaper Canadian Sa 20 Amer Sa 20 Amer Sa San Sa 20 Lager Anaper Canadian Sa 20 Amer Sa 20 Amer Sa San Sa 20 Lager Anaper Canadian Sa 20 Amer Sa 20 Ame</td> <td></td>	Constant Lager Canadian Dave Sa 9 20 Amer Sa San Sa Lager Anaper Canadian Sa 20 Amer Sa 20 Amer Sa San Sa Lager Anaper Canadian Sa 20 Amer Sa 20 Amer Sa San Sa Lager Anaper Canadian Sa 20 Amer Sa 20 Amer Sa San Sa Lager Anaper Canadian Sa 20 Amer Sa 20 Amer Sa San Sa 20 Lager Anaper Canadian Sa 20 Amer Sa 20 Amer Sa San Sa 20 Lager Anaper Canadian Sa 20 Amer Sa 20 Amer Sa San Sa 20 Lager Anaper Canadian Sa 20 Amer Sa 20 Amer Sa San Sa 20 Lager Anaper Canadian Sa 20 Amer Sa 20 Amer Sa San Sa 20 Lager Anaper Canadian Sa 20 Amer Sa 20 Ame	
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Start tolic         51/2         32 Mary 45         102.5         13.4         21.7         53.2           wastrolic         51/2         34 42         20.0         42.1         13.4	C SUNCACH STORE 31/4 TH Nav 61 11,33 15,99 4/67 CC SUNCACH STORE 1 3/4 TH Nav 61 11,33 15,99 4/67 CC SUNCACH STORE 1 9/1/4 14 Jan 19/17 13,79 14,20 10,35 CC SUNCACH Store 1 9/1/4 14 Jan 19/17 14/17 14/27 CC SUNCACH Store 1 9/1/2 16 Jun 79 17,46 14,29 4,31 CC SUNCACH Store 1 9/1/2 16 Jun 79 17,46 14,29 4,31 CC SUNCACH Store 1 9/1/2 16 Jun 79 17,46 15,22 4,23	30         Hys Inther Luceambourn         324 TI Auf         90         15.1.4         L02           11         Ohit Electrici Ind         81/4 TI Nev         91/2 15.00         84/4           20         Orient Lucealing         11/4 TI Nev         91/2 15.01         17.49         9.54           20         Orient Lucealing         11/4 TA Doc         41/2 11.01         17.49         9.54           21         Orient Lucealing         11/4 TA Doc         25/2 11.21         11.20         9.54           22         Orient Lucealing         11/4 TA Doc         25/1/2 11.20         12.60         7.45           23         Orient Lucealing         11/4 TA Doc         25/1/2 11.20         12.61         12.60           23         Orient Lucealing         11/4 TA Doc         25/1/2 11.20         12.61         11.44           30         Sthewa Line Lidg         5         10 Mory H1/2 12.07         5.41           31         Sthewa Line Lidg         5         11 Mory H1/2 12.07         5.41	100 Beatrice Pools 515 Beatrice Pools on 00 Seneficial Finance on 25 Beneficial Finance on 59 Beneficial Finance 5100 Genetical Overs Fin 120 Beneficial Overs Fin 130 Beneficial Overs Fin	11/4 TO MAN BI /2 11/6 1245 73/4 TO MAN BI /2 11/6 244 14 15 Mar Bi /2 10/2 11/2 12 12 1/4 TO Oct N 1/2 11/2 10/2 73/4 TO Oct N 1/2 11/2 10/5 7 3/4 21 1/4 TO Oct N 1/2 11/2 10/5 7 3/4 21 1/4 TO Oct N 1/2 11/2 10/5	dm 100         Desmatrix         9.3/4         17.0 ac         19.1/4         19.4/4         7.0/4         7.0/4           dm 100         Desmatrix         9.1/4         19.4/4         19.3/4         19.1/1         9.1/2           dm 100         Desmatrix         9.1/2         19.4         19.4/4         19.1/2         19.1/2         19.1/2           dm 100         Desmatrix         7.1/2         19.1/2         19.1/2         19.1/2         19.1/2         19.1/2           dm 100         Desmatrix         2.1/2         14.4         19.1/2 <td< td=""><td>den 180 Contercis Di Credito E1/2 VI Jan V3 J den 100 Izano Centratio Di Credito 5 VI Jan V3 J Jan S Turin Citt VI Jan E1/2 VI Jan V3 J Jan S Turin Citt VI Jan E1/2 VI Jan V3 J den 20 Janes Contercetant 5 12 Mar V3 den 20 Janes Contercetant 5 12 Mar V3 den 20 Janes Contercetant 5 12 Mar V3 den 20 Janes Contercetant 5 12 Mar V3</td><td>1/2 1/2 2/4</td></td<>	den 180 Contercis Di Credito E1/2 VI Jan V3 J den 100 Izano Centratio Di Credito 5 VI Jan V3 J Jan S Turin Citt VI Jan E1/2 VI Jan V3 J Jan S Turin Citt VI Jan E1/2 VI Jan V3 J den 20 Janes Contercetant 5 12 Mar V3 den 20 Janes Contercetant 5 12 Mar V3 den 20 Janes Contercetant 5 12 Mar V3 den 20 Janes Contercetant 5 12 Mar V3	1/2 1/2 2/4
waitroition         91/2 tig Jun         71 3/4 12.77 13/2 11/2 4         E13           waitroition         5 1/2 to Jun         71 3/4 12.77 13/2 11/2 4         E13           waitroition         5 1/2 to Jun         71 3/4 12.77 13/2 11/2 4         E13           waitroition         5 1/2 to Jun         71 3/4 12.77 13/2 11/2 4         E13           waitroition         5 1/2 to Jun         71 3/4 12.77 13/4 12.24         5.25           waitroition         1/2 to 70 Apr         51 1/2 12.44         11.54         5.26           viceon Ausstroition Lab         1/2 to 70 Apr         51 1/2 12.44         11.54         5.26           viceon Ausstroition Lab         1/2 to 70 Apr         51 1/2 12.44         11.54         5.30           viceon Ausstroition Lab         1/2 to 70 Apr         51 1/2 12.44         11.54         5.30           viceon Ausstroition Austroition Ausstroition Austroition Austroiti	C SUNCARD & STORT V1/2 TC Mar 73 11/23 1522 (13) CC SUNCARD & Stort V1/4 TC Arr 13/4 14/31 16/43 15/7 CC SUNCARD & Stort V1/12 15/Mar 14/40 11/21 14/64 12/4 CC SUNC CARD & Stort 11/2 15/Mar 11/2 15/Mar 11/20 CC SUNC CARD & Stort 11/2 15/Mar 11/2 15/Mar 11/20 CC SUNC CARD & Stort 11/20 CC	13         Oriel Sectric Ind         1/4         1/4         1/6         1/2         1/2         1/4         1/4         1/6         1/2         1/2         1/4         1/4         1/6         9/2         1/4         9/2         1/4         9/2         1/4         9/2         1/4         9/2         1/4         9/2         1/4         9/2         1/4         9/2         1/4         9/2         1/4         9/2         1/4         9/2         1/4         9/2         1/4         9/2         1/4         9/2         1/4         9/2         1/4         9/2         1/2		14 5/4 TO May 10 2/4 1532 1664	initial         Distantini         July 17 Disc.         121 July 2017         121 July 2017 <td>Stage 12         Treatment 7,5000         9         Te Jon         83           des 100         Conservate (S Creating S         E1/2 11 Jon 19 20         93           des 100         Example         E1/2 11 Jon 19 20         93           des 100         Example         E1/2 11 Jon 19 20         93           des 100         Example         E1/2 10 Jon 19 20         93           des 100         Example         E1/2 10 Jon 19 20         93           des 20         Example Alexample         E1/2 10 Jon 19 20         93           des 20         Example Alexample         E1/2 10 Jon 19 20         93           des 20         Example Alexample         Example Alexample Alexample         5         13 Jon 19 20           des 100         Example Alexample Alexample         Example Alexample Alexample         73         74         74 Ares 19 1           des 100         Example Alexample Alexample</td> <td></td>	Stage 12         Treatment 7,5000         9         Te Jon         83           des 100         Conservate (S Creating S         E1/2 11 Jon 19 20         93           des 100         Example         E1/2 11 Jon 19 20         93           des 100         Example         E1/2 11 Jon 19 20         93           des 100         Example         E1/2 10 Jon 19 20         93           des 100         Example         E1/2 10 Jon 19 20         93           des 20         Example Alexample         E1/2 10 Jon 19 20         93           des 20         Example Alexample         E1/2 10 Jon 19 20         93           des 20         Example Alexample         Example Alexample Alexample         5         13 Jon 19 20           des 100         Example Alexample Alexample         Example Alexample Alexample         73         74         74 Ares 19 1           des 100         Example Alexample	
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Labitschwitz         2/4         2/4         2/4         2/4         2/4         2/4         2/4         2/4         2/2 <t< td=""><td>CE Euro Coni &amp; Steel 3/2/ 97 Oct 4/3/4 1724 13,15 1,11 CE Euro Coni &amp; Steel 9/1/ 99 Aor 762/4 12,97 12,37 12,05 CE Eu Econom Com 7/3/4 10 Oct 4/4 14,10 BJ7 CE Eu Econom Com 7/3/4 10, Aor 4/4 14,20 BJ7 CE EU Econom Com 7/1/2 12, Jun 40 14,13 BJ4 CE EU Econom Com 7/1/2 12, Jun 40 14,13 BJ4 CE EU Econom Com 7/1/2 12, Jun 40 14,13 BJ4</td><td>International         B1/2         T2 More         T0 1/2         T2 /7         T4 (%)         T0 /2           Stat         Mexico         B1/4         T0 ore         T0 1/2         1/2         T0 /1         T0 /1</td><td>540 Accessry-Ferfunde 520 Accessry-Ferfunde 530 Extensional Aurolea 531 Electric &amp; Analassi 532 Electric &amp; Analassi 535 Erectric &amp; Analassi 535 Sweetisch Excert Creat 535 Sweetisch Excert Creat 535 Cassa Messaviero 536 Cassa Messaviero 536 Cassa Messaviero 536 Cassa Messaviero 538 Cassa Cassaviero 538 Cassaviero 538</td><td>* 12.001 E7 3.40 7.121 124 5 24 17 3.41 41 22.49 727 1124 9 17 Aer 81 12.8 727 1124 9 17 Aer 81 12.8 728 128 9 17 47 Feb 90 10.7 225 18 728 9 17 47 749 48 17 1748 225 187 1 5 1/4 17 Aer 91 12.7 7287 187 1 5 1/4 17 Aer 91 12.1 7248 187 1 5 1/4 17 22.1 9.48 1 5 1/4 17 2.201 187 1 5 1/4 17 12.001 187 1 5 1/4 17 17 187 1 5 1/4 17 17 17 17 17 17 17 17 17 17 17 17 17</td><td>dan 190 Dermant Mortyege 64, 7 18, 14 49 EU2 7,28 dan 193 Dermark Mortyege 64, 7 18, 147 19, 141 11, 16, 16 dan 20 Jurtend Telenture 7, 244 14 San 19, 244 24, 246 dan 20 Jurtend Telenture 7, 244 14 San 19, 244 24, 247 dan 20 Jurtend Telenture 7, 244 14 San 19, 25 26, 7, 24 dan 20 Jurtend Telenture 7, 244 17, 267 11, 257 258 7, 257 dan 9, Jurtend Telenture 7, 244 17, 267 11, 257 258 7, 257 dan 9, Jurtend Telenture 7, 244 17, 257 11, 257 12, 258</td><td>dra 100 Kobe Chry B2 an 12 an 12 an 13 an 13 an 14 Kan 23 an 14 Kan 23 an 14 Kan 23 an 14 Kan 24 Kan</td><td></td></t<>	CE Euro Coni & Steel 3/2/ 97 Oct 4/3/4 1724 13,15 1,11 CE Euro Coni & Steel 9/1/ 99 Aor 762/4 12,97 12,37 12,05 CE Eu Econom Com 7/3/4 10 Oct 4/4 14,10 BJ7 CE Eu Econom Com 7/3/4 10, Aor 4/4 14,20 BJ7 CE EU Econom Com 7/1/2 12, Jun 40 14,13 BJ4 CE EU Econom Com 7/1/2 12, Jun 40 14,13 BJ4 CE EU Econom Com 7/1/2 12, Jun 40 14,13 BJ4	International         B1/2         T2 More         T0 1/2         T2 /7         T4 (%)         T0 /2           Stat         Mexico         B1/4         T0 ore         T0 1/2         1/2         T0 /1	540 Accessry-Ferfunde 520 Accessry-Ferfunde 530 Extensional Aurolea 531 Electric & Analassi 532 Electric & Analassi 535 Erectric & Analassi 535 Sweetisch Excert Creat 535 Sweetisch Excert Creat 535 Cassa Messaviero 536 Cassa Messaviero 536 Cassa Messaviero 536 Cassa Messaviero 538 Cassa Cassaviero 538	* 12.001 E7 3.40 7.121 124 5 24 17 3.41 41 22.49 727 1124 9 17 Aer 81 12.8 727 1124 9 17 Aer 81 12.8 728 128 9 17 47 Feb 90 10.7 225 18 728 9 17 47 749 48 17 1748 225 187 1 5 1/4 17 Aer 91 12.7 7287 187 1 5 1/4 17 Aer 91 12.1 7248 187 1 5 1/4 17 22.1 9.48 1 5 1/4 17 2.201 187 1 5 1/4 17 12.001 187 1 5 1/4 17 17 187 1 5 1/4 17 17 17 17 17 17 17 17 17 17 17 17 17	dan 190 Dermant Mortyege 64, 7 18, 14 49 EU2 7,28 dan 193 Dermark Mortyege 64, 7 18, 147 19, 141 11, 16, 16 dan 20 Jurtend Telenture 7, 244 14 San 19, 244 24, 246 dan 20 Jurtend Telenture 7, 244 14 San 19, 244 24, 247 dan 20 Jurtend Telenture 7, 244 14 San 19, 25 26, 7, 24 dan 20 Jurtend Telenture 7, 244 17, 267 11, 257 258 7, 257 dan 9, Jurtend Telenture 7, 244 17, 267 11, 257 258 7, 257 dan 9, Jurtend Telenture 7, 244 17, 257 11, 257 12, 258	dra 100 Kobe Chry B2 an 12 an 12 an 13 an 13 an 14 Kan 23 an 14 Kan 23 an 14 Kan 23 an 14 Kan 24 Kan	
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and diministry         15/4	Anno-Gutterin         B // Tk PEC         SS         Ligit         S7           Jam-Gutterin         B // Tk Dir         71.04         1.27         1.57           Jam-Gutterin         B // Tk Dir         71.04         1.27         1.57           Jam-Gutterin         B // Tk Dir         71.02         1.57         1.57         1.57           Mindmid Morrisager BA         71.4         EXAm         77.12         1.57         1.57         1.20           Mindmid Morrisager BA         71.4         EXAm         77.7         1.22         1.57         1.02         1.57         1.02         1.57         1.02         1.57         1.02         1.57         1.02         1.57         1.02         1.57         1.02         1.57         1.02         1.57         1.57         1.02         1.57         1.02         1.57         1.02         1.57         1.02         1.57 </td <td>7         Opperationshiroff         31/4         54/4         54/4         54/1         12/1         14/2         12/2         4.50           B         Opperationshiroff         61/4         12/6         12/6         12/1         4.50         12/1         4.50         12/1         12/1         12/2</td> <td>Sol Configuration (Floods     Sol Configuration     Sol Configura</td> <td>7 1/4 10 1/4 10 1/4 1/4 1/4 1/4 1/4 1/4 1/4 1/4 1/4 1/4</td> <td>West</td> <td>LB</td> <td>- 14 <b>- 1</b>4 - 1</td>	7         Opperationshiroff         31/4         54/4         54/4         54/1         12/1         14/2         12/2         4.50           B         Opperationshiroff         61/4         12/6         12/6         12/1         4.50         12/1         4.50         12/1         12/1         12/2	Sol Configuration (Floods     Sol Configuration     Sol Configura	7 1/4 10 1/4 10 1/4 1/4 1/4 1/4 1/4 1/4 1/4 1/4 1/4 1/4	West	LB	- 14 <b>- 1</b> 4 - 1
Work Provide         1/4 <t< td=""><td>Indon Montgoge BA         974 %1 Oct         971/2 14.59 14.59 14.59 14.50 16.00           Index Montgoge BA         91/4 12,40 14.59 14.20 14.59 14.50 16.00         11/2 142 Feb         52/2 14.59 14.59 14.50 16.00           Index Montgoge BA         81/2 142 Feb         52/2 14.59 14.57 14.77 15.50 16.01         11/2 142 Feb         52/2 14.59 14.57 14.77 15.50 16.01           Index Montgoge BA         81/2 142 Feb         62/2 14.09 14.21 14.57 14.77 15.50 16.01         11/2 14.57 14.57 14.57 14.50 14.</td><td></td><td>1a Cather-Houttmer Init, 530 Dano Internati,Fin, 5130 Dow Chemical Oversea 820 Dow Chemical Oversea 97 Dow Comine Oversea 97 Dow Comine Oversea 93 Eafer Fixance</td><td>Tr Jon         90         12.75         16.81         16.85           Tr Avar         E1         12.44         14.37         9.41           Tr Avar         E1         12.44         14.37         9.11           Tr Avar         F1         12.34         14.37         9.11           Tr Avar         F1         12.34         14.37         9.12           Tr Avar         F1         12.34         14.37         9.12           Tr Avar         F1         12.34         15.27         12.31           Tr Avar         F1         12.34         15.27         12.31           Tr Avar         F1         12.34         15.27         12.31           Tr Avar         F1         12.34         15.37         13.00           Tr Avar         F1         14.47         F1.00         14.32</td><td></td><td></td><td></td></t<>	Indon Montgoge BA         974 %1 Oct         971/2 14.59 14.59 14.59 14.50 16.00           Index Montgoge BA         91/4 12,40 14.59 14.20 14.59 14.50 16.00         11/2 142 Feb         52/2 14.59 14.59 14.50 16.00           Index Montgoge BA         81/2 142 Feb         52/2 14.59 14.57 14.77 15.50 16.01         11/2 142 Feb         52/2 14.59 14.57 14.77 15.50 16.01           Index Montgoge BA         81/2 142 Feb         62/2 14.09 14.21 14.57 14.77 15.50 16.01         11/2 14.57 14.57 14.57 14.50 14.		1a Cather-Houttmer Init, 530 Dano Internati,Fin, 5130 Dow Chemical Oversea 820 Dow Chemical Oversea 97 Dow Comine Oversea 97 Dow Comine Oversea 93 Eafer Fixance	Tr Jon         90         12.75         16.81         16.85           Tr Avar         E1         12.44         14.37         9.41           Tr Avar         E1         12.44         14.37         9.11           Tr Avar         F1         12.34         14.37         9.11           Tr Avar         F1         12.34         14.37         9.12           Tr Avar         F1         12.34         14.37         9.12           Tr Avar         F1         12.34         15.27         12.31           Tr Avar         F1         12.34         15.27         12.31           Tr Avar         F1         12.34         15.27         12.31           Tr Avar         F1         12.34         15.37         13.00           Tr Avar         F1         14.47         F1.00         14.32			
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cbort Dowelsom Carp /23/4 ty Akry 851/4 19/2         11/27         11/27         11/27           d Business Davi Sk /21/4 ty Akry 851/4 19/21         11/27         11/27         11/27         11/27           d Business Davi Sk /21/4 ty Akry 851/2 19/4 14/4         11/21         11/27         11/27         11/27         11/27         11/27           d Business Davi Sk /21/4 ty Rour 851/2 19/4 14/27         11/27 </td <td>RANCE RANCE CODO SOC Conc, Autor 7 Tr Juli / 21/4 1845 11,44 5.30 argenri De Peris 181/2 Tr Aug 41/4 14.51 14.07 1831 le France 91/2 Tz Felb 50/41.20 14.51 le France 11 144aa 912/4 (14.01 14.51 le Lauke 18 11/4 10 Cc 11 1444 14.00 2.51 pel Autor Paris 81 91/2 Tr Feb 91/4 973 944 95.31 within sense 21 Tr Nov 62/12 14.14/2 11.37 F.C.E. 91/2 Tr Nov 62/12 14.14/2 14.97 F.C.E. 91/2 Tr Nov 62/14/2 14.157 F.C.E. 141/2 Te Mar 10/24/15 14.157 F.C.E. 141/2 Te Mar 12/24/14/15 14.147 F.C.E. 141/2 Te Mar 12/24/14/14/15 14.147 F.C.E. 141/2 Te Mar 12/24/14/14/14/14/14/14/14/14/14/14/14/14/14</td> <td>South Arrice         Team         No.44         Arr         South Arrice         Team         No.44         Arr         South Arrice         To Fee         No.44         Arr         South Arrice         To Fee         No.44         Arr         &lt;</td> <td>STOD General Motors BTOD Grace Overseas Pin STOD Grace Overseas Fin BTOD Grace Overseas Fin STOD Grace Overseas Fin BTOD Grace Overseas Fin</td> <td>11 70 000 75 1245 1245 1247 11 70 000 75 1245 1245 1247 125/0 17 Apr 91/2 1247 1248 91/4 100 001 12 1237 11.14 11 77 001 12 244 1422 13.21 12 1/2 10 001 12 144 1422 13.21</td> <td>DÜSSEDORF</td> <td></td> <td></td>	RANCE RANCE CODO SOC Conc, Autor 7 Tr Juli / 21/4 1845 11,44 5.30 argenri De Peris 181/2 Tr Aug 41/4 14.51 14.07 1831 le France 91/2 Tz Felb 50/41.20 14.51 le France 11 144aa 912/4 (14.01 14.51 le Lauke 18 11/4 10 Cc 11 1444 14.00 2.51 pel Autor Paris 81 91/2 Tr Feb 91/4 973 944 95.31 within sense 21 Tr Nov 62/12 14.14/2 11.37 F.C.E. 91/2 Tr Nov 62/12 14.14/2 14.97 F.C.E. 91/2 Tr Nov 62/14/2 14.157 F.C.E. 141/2 Te Mar 10/24/15 14.157 F.C.E. 141/2 Te Mar 12/24/14/15 14.147 F.C.E. 141/2 Te Mar 12/24/14/14/15 14.147 F.C.E. 141/2 Te Mar 12/24/14/14/14/14/14/14/14/14/14/14/14/14/14	South Arrice         Team         No.44         Arr         South Arrice         Team         No.44         Arr         South Arrice         To Fee         No.44         Arr         South Arrice         To Fee         No.44         Arr         <	STOD General Motors BTOD Grace Overseas Pin STOD Grace Overseas Fin BTOD Grace Overseas Fin STOD Grace Overseas Fin BTOD Grace Overseas Fin	11 70 000 75 1245 1245 1247 11 70 000 75 1245 1245 1247 125/0 17 Apr 91/2 1247 1248 91/4 100 001 12 1237 11.14 11 77 001 12 244 1422 13.21 12 1/2 10 001 12 144 1422 13.21	DÜSSEDORF		
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Score 1         Score 1 <t< td=""><td></td><td>SQUITH AMERICA         97/2 Wave         91/2 L/2         11.29           20         Argentine         77/2 Wave         91/2 L/2         11.29           18         Bolivis         78/4 Wave         91/2 L/2         11.29           18         Bolivis         78/4 Wave         91/2 L/2         11.29           18         Bolivis         13         11 Adam #1         11.21         11.24           25         Broati         9         12 Aug         11.24         11.24           25         Broati         9         12 Aug         11.27         11.26           26         Broati         9         12 Aug         11.27         11.26           26         Broati         14         12 Aug         11.27         11.26           27         Broati         8         14         12 Aug         12.17         12.08           27         Colomitis         14         14 Write         17.2         12.18         12.48           28         Portemitis         8         14         12.10         12.48         12.48           28         Portemitis         8         14         12.48         12.48         12.48           20</td></t<> <td>Sigs         Give Internet!.           Sigs         Guif &amp; Wastern Inti.           Sigs         Guif &amp; Wastern Inti.</td> <td>MAR         MAR         N 1/2 1/2 1/2 1/2           1134         WAR         N 1/2 1/20 1/24 1/23         11/2           1134         WAR         N 1/2 1/20 1/24 1/23         11/2           1134         WOR         Y 1/2 1/20         11/2           114         WOR         Y 1/2 1/20         11/2           11/2         WOR         Y 1/2 1/20         11/2           11/2         WOR         Y 1/2 1/20         11/2           11/2         WOR         Y 1/20         11/2           11/4         WOR         Y 1/20         11/2           11/4         WOR         Y 1/20         11/2           11/4         <td< td=""><td>London Westdeutsche Landesbank, 41. M Telephone 638 6141 - Telex 887 98-</td><td></td><td></td></td<></td>		SQUITH AMERICA         97/2 Wave         91/2 L/2         11.29           20         Argentine         77/2 Wave         91/2 L/2         11.29           18         Bolivis         78/4 Wave         91/2 L/2         11.29           18         Bolivis         78/4 Wave         91/2 L/2         11.29           18         Bolivis         13         11 Adam #1         11.21         11.24           25         Broati         9         12 Aug         11.24         11.24           25         Broati         9         12 Aug         11.27         11.26           26         Broati         9         12 Aug         11.27         11.26           26         Broati         14         12 Aug         11.27         11.26           27         Broati         8         14         12 Aug         12.17         12.08           27         Colomitis         14         14 Write         17.2         12.18         12.48           28         Portemitis         8         14         12.10         12.48         12.48           28         Portemitis         8         14         12.48         12.48         12.48           20	Sigs         Give Internet!.           Sigs         Guif & Wastern Inti.	MAR         MAR         N 1/2 1/2 1/2 1/2           1134         WAR         N 1/2 1/20 1/24 1/23         11/2           1134         WAR         N 1/2 1/20 1/24 1/23         11/2           1134         WOR         Y 1/2 1/20         11/2           114         WOR         Y 1/2 1/20         11/2           11/2         WOR         Y 1/2 1/20         11/2           11/2         WOR         Y 1/2 1/20         11/2           11/2         WOR         Y 1/20         11/2           11/4         WOR         Y 1/20         11/2           11/4         WOR         Y 1/20         11/2           11/4 <td< td=""><td>London Westdeutsche Landesbank, 41. M Telephone 638 6141 - Telex 887 98-</td><td></td><td></td></td<>	London Westdeutsche Landesbank, 41. M Telephone 638 6141 - Telex 887 98-		
Instruct         Marting Accessifie         3.34         14 Oct.         17 1/2         12.34         12.36         13.35         3.100         6           Instruct         Mill         Mill         Mill         Mill         17         17         12.34         12.36         12.31         3.31         3.31         2.31         3.31         <	Units Hud Telecom         1/2	20 Browni         21 Arr Stroke         21 Arr Strok	325 Howhold Dvcr. Coult 326 Howhold Dvcr. Coult 327 Ic Industries 335 Ic Industries 535 Ic Industries 536 Ingenaul-Rand	7 1/2 17 Nov 18 723 144 747 9 13 580 14 14 12 123 17 1/2 17 Feb 41 1/2 123 17 1/2 17 Feb 41 1/2 123 1 14 51 51 14 1/2 123 14 1/2 1/2 1/2 1/2 1/2 1/2 1/2 1/2 1/2 1/2	Luxembourg		
rdiro-Guebec WAV 15 Th Feb 001/2 14.34 10.76 525 C	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	SOUTH AMERICA         97/2 Bawes         901/2 L22         11.29           20 Argentine         79/2 Bawes         901/2 L22         11.29           18 Bolivie         79/2 Bawes         901/2 L22         11.29           18 Bolivie         79/2 Bawes         901/2 L22         11.29           19 Bolivie         10 T Mary #1/2 T 12.60         11.24         9.48           25 Broatl         9 T 2 Ave #1/2 Jon #1         12.27         11.69           20 JP Strait         11.44         7.44         12.17         12.44           20 JP Strait         11.44         7.44         12.17         12.44         7.44           20 JP Strait         11.44         7.47         12.14         12.44         12.45         12.45           25 Porome         1/4 T/ 12.04         7.14         13.50         13.44         13.50         13.44         13.50         13.44         13.50         14.45         14.45         14.44         13.50         14.44         13.50         14.44         13.50         14.44         13.50         14.44         13.50         14.44         13.50         14.44         13.50         14.44         13.50         14.44         13.50         14.44         13.50         14.44 <t< td=""><td>515 Inthervester 53 Inf. Horvester 30 Inf.Standord Elect. 825 Inf.Standord Elect. 815 Inf.Standord Elect. 835 Inf.Standord Elect.</td><td>9         12/4 107 Aug         12/12 11.42         15.527           5         100 Apr         10/12 11.428         12.00           9         17/Apr         10/12 11.218         12.00           9         17/Apr         10/12 11.218         12.00           9         17/Apr         11/12 11.216         12.00           9         11/14 11.216         12.00         12.00           9         10.00         11/14 11.20         12.00           9         10.00         11/14 11.20         12.00</td><td>WestLB International S A., 32-34, b Luxembourg, Telephone 44 74 11 - Tele</td><td>Suievard Grande Duchesse Charlotte # 2831</td><td></td></t<>	515 Inthervester 53 Inf. Horvester 30 Inf.Standord Elect. 825 Inf.Standord Elect. 815 Inf.Standord Elect. 835 Inf.Standord Elect.	9         12/4 107 Aug         12/12 11.42         15.527           5         100 Apr         10/12 11.428         12.00           9         17/Apr         10/12 11.218         12.00           9         17/Apr         10/12 11.218         12.00           9         17/Apr         11/12 11.216         12.00           9         11/14 11.216         12.00         12.00           9         10.00         11/14 11.20         12.00           9         10.00         11/14 11.20         12.00	WestLB International S A., 32-34, b Luxembourg, Telephone 44 74 11 - Tele	Suievard Grande Duchesse Charlotte # 2831	
dro-Construct         1 <th1< th="">         1         <th1< th=""> <th< td=""><td>a Net1 Die Withome         90         90 (b)         111</td><td>Million         Take to a ton to a</td><td>175 Iff Artifies 528 Id Oversets Finance 525 Id Oversets Finance 525 Id Oversets Finance 526 Id Oversets Finance 500 Kashecht Infi 800 Kidde Walter Over</td><td>1/2 TMARY 10 16.9 16.9 16.9 17.9 1/2 TMARY 10 14.1 16.9 10.9 1/2 TMARY 10 14.1 16.9 10.9 1/2 TMARY 14 16.1 16.9 10.9 1/2 TMARY 14 15.1 11.3 1/2 TMARY 14 15.1 16.4 17.4 1/2 TMARY 14 15.1 16.9 1/2 TMARY 14 15.1 16.1 16.9 1/2 TMARY 14 15.1 16.1 16.1 17.2 TMARY 15.1 16.1 16.1 16.1 16.1 16.1 16.1 16.1</td><td>Hong Kong West B Asie Limited, 1301 Hutchison He Telephone 25 9206 - Telex 75142</td><td>Juse 10 Harcourt Road, HongKong</td><td></td></th<></th1<></th1<>	a Net1 Die Withome         90         90 (b)         111	Million         Take to a ton to a	175 Iff Artifies 528 Id Oversets Finance 525 Id Oversets Finance 525 Id Oversets Finance 526 Id Oversets Finance 500 Kashecht Infi 800 Kidde Walter Over	1/2 TMARY 10 16.9 16.9 16.9 17.9 1/2 TMARY 10 14.1 16.9 10.9 1/2 TMARY 10 14.1 16.9 10.9 1/2 TMARY 14 16.1 16.9 10.9 1/2 TMARY 14 15.1 11.3 1/2 TMARY 14 15.1 16.4 17.4 1/2 TMARY 14 15.1 16.9 1/2 TMARY 14 15.1 16.1 16.9 1/2 TMARY 14 15.1 16.1 16.1 17.2 TMARY 15.1 16.1 16.1 16.1 16.1 16.1 16.1 16.1	Hong Kong West B Asie Limited, 1301 Hutchison He Telephone 25 9206 - Telex 75142	Juse 10 Harcourt Road, HongKong	
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Observ-Ferryuson         9         92 Joint         85         81.23         91.38         16.29         972         N           Destry-Ferryuson         9.1/4         72.44         72.44         72.44         84.84	Lichelin         11/2         Tar Fedo         11/4	30         Erfcsson Tel         81/2 WiApr 742/4 1328 14.04 11.07           32         Erfcsson Tel         51/4 WiApr 742/4 1328 14.06 11.07           35         Erfcsson Tel         51/4 WiApr 742           15         Erfcsson Tel         51/4 WiApr 742           16         Erfcsborg Michanisko         31/2 WiApr 742           16         Erfcsborg Michanisko         31/2 WiApr 742           17         Bill 7 WiApr 742         12.03 17.00           10         Edminisko         31/2 WiApr 742           10         Edminisko         31/2 WiApr 742           10         Edminisko         31/2 WiApr 742           11         Edminisko         31/2 WiApr 742           12         Edminisko         12/2 WiApr 742           12         Edminisko         12/2 WiApr 742           12         Edminisko         12/2 WiApr 742           12         Edminiskopr 742         12/2 WiApr 742	23         Occidental Inti Fin           5.7         Occidental Oversea           25         Occidental Oversea           35         Occidental Oversea           52         Occidental Oversea           52         Occidental Oversea           53         Occidental Oversea           54         Occidental Oversea	1/1/2 W Juni P 1/2 LLP 11.22 8/72 W Juni P 15.17 10.79 1/4 W Juni P 15.17 10.79 1/4 W Juni P 15.17 10.79 9/1/4 W Jung 75 14.77 10.47 9/1/4 W Jung 75 14.77 10.47 7/17 W Mor 44 12.43 10.77 7/17 W Mor 44 12.43 10.78 8/72 E1/4 W Feb 400 /12.13 10.78 10.41			
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# Nation Is Experiencing an Economic 'Slump' That Others Might Envy

## By Frederick Alexander.

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KYO — When is an economic slump not slump? The answer: When the economy stion is Japan's. For what Japanese ecoand business leaders are all too ready to as a "slump" or "slowdown" would, in ge of oil shock No. 2, be considered a sicture in virtually any other industrial

sider, for example, the objectives of the mic Planning Agency outlined in its profor the new fiscal year beginning on 1, which are not viewed as unrealistic by n economists. The government is hoping ueve gross national product growth of 5.3 at in real terms, compared with 4.8 per-n the year ending March 31.

s also hoping to hold increases in whole-rices to only 4.1 percent, compared with sercent this year. And unemployment, a has stayed at about 2 percent for as long iyone can remember, is not expected to go and that figure in the coming year.

Greeted With Envy

and holding the line on inflation during the last two years. Yet Japan's business community is clearly oot satisfied with the situation.

The economic package worked out by the Economic Planning Agency for the coming year is, in the view of many industrialists, in-sufficiently stimulatory. Moreover, the plan-ning agency's plans to use 70 percent of avail-able public works appropriations in the first half of the year is facing sufficient opposition in the Ministry of Finance, and there is a chance that the government program - thus pared of some fiscal impetus to economic growth -- may leave industrialists even more frustrated than they are at present.

## **Real Wages Declined**

One problem is that domestic demand has just not revived according to expectation. Jap-anese consumers have simply not been purchasing many of the high-ticket items - particularly automobiles and appliances — in suf-ficient volume to keep Japan's economy mov-ing at the higher rate business would like to achieve.

tions of further inflation to come, the Japanese wage earner (perhaps unlike his American counterpart) has made greater efforts to hold on to what he already has. In a country in which consumer financing and credit cards are rare (and saving rates traditionally very high), that phenomenon is oot surprising.

But it is displeasing to the Japanese, none-theless. With domestic demand slack, the Japanese economy has had to depend on exports for much of its growth - particularly of such high-priced items as automobiles, which now provide 17 percent of the country's total exports.

That formula worked fairly well last year, when exports of autos, electronics and other items boomed to industrialized nations in North America and Europe. But this year, with the threat of protectionist action in Europe and the United States in the background, antomakers are showing restraint in their shipments to familiar overseas customers.

## Formal Agreement

A formal agreement with the United States could come at any time. The impact of such a restraint on Japan's gross national product is not hard to calculate: If Japan's anto exports decline 10 percent in 1981, that will knock 0.2 percent off Japan's GNP. "Beyond that direct impact will be the ripple effect throughout the Japanese economy," says Chase Manhattan Bank's chief economist m Tokyo, Rikizo Komaki. "It could be substantial."

times in the past 12 months (at the same time that American rates were going up, incidental-ly) but with little impact so far oo domestic mand

Besides, with the Bank of Japan's discount rate already at 7.25 percent — much lower than the Federal Reserve Bank's prime rate in the United States --- there is a continued dan-ger that the vast difference in interest rates will funnel a greater volume of funds out of the Japanese yen into the dollar. That would result in a weakening of the yen to the point where it could be highly inflationary to the Japanese economy.

## **Monetary Action**

Yet this seems the only appropriate action if only in continued moderation — that Japa-nese authorities can safely take in the short run. As George Murakami, writing recently in the Asahi Evening News, explains: "Because the government has decided that the prime oced now is to get down the enormous budget deficit in order to ayert fiscal inflation, there will be little or no increase in public spend-

hole in these otherwise hard times - major Japanese corporations will be able to offer their workers more substantial wage increases in 1981 than they did last year. More significantly, those increases show every indication of surpassing this year's rate of inflation.

Thus, it is quite likely that the real disposable income of Japanese workers will increase in 1981. And, as a result, consumer spending will improve to some degree in the mooths

One big question is whether that increase in spending will be sufficiently felt in the all-im-portant domestic auto market. With sales of automobiles on the domestic market sagging, and many dealers in deficit, the pressure to export autos last year was acute.

This year, with protectionist pressure in the key U.S. and European markets oo the rise, and few outlets for those surplus cars except for much smaller markets in Latin America, Africa and the Middle East, Japan's automakers are counting on the domestic market to pick up the slack. If it does not, and auto sales may well decline below expectations, which many Japanese consider already low.

the dollar) in mid-1980, the yen managed to rise rapidly again late last year. Now, at aboot 200 to the dollar, it stands close to its all-time high (175) on world exchange markets.

## **Productivity Growth Rate**

Significantly, during past weeks, when the German mark has weakened substantially against the dollar, the yen has cootinued to hold its strength. That strength, according to observers, is undoubtedly a result of faith in Japan's superior productivity growth rate which results, in large measure, from increasing efficiency in using crude oil and its byproducts

The explosion of prices on the Tokyo Stock Exchange last year also provided ample evidence of the growing respect for Japan's econ-omy in foreign lands. Without acknowledging precisely where the record influx of foreign funds originated, stockbrokers readily say that a substantial portion of the buying power behind last year's enormous price surge came from the petrodollar-rich countries of the Middle East:

In particular, the Kuwaitis have been very active in purchasing such Japanese blue chip stocks as Hitachi, TDK, and the robot-builder

Thus, ironically, while many Japanese in-

dustrialists and economists continue to "sing the blues" about the state of their economy -

in particular, sagging domestic demand — the rest of the world continues to sing the praises

And while the rest of the world complains

that Japanese goods are too popular to love,

of Japan's industrial power.

Fujitsu Fanuc.

decade ago, none of these figures would excited the Japanese, who were quite ortably used to growth rates in double-. But since the quintupling of oil prices in .74, and the further doubling last year (in oosting oil prices by more than 10 times pre-1973 levels), those growth and infla-figures are greeted with envy by most of conomists and officials of other industrial

ijor improvements in the productivity of 's major industries, at the same time that levels have been held low, are responsible apan's superior performance in growth

One reason for consumer restraint may be the expectation of continued inflation on the part of the average worker. Although Japanese consumer price inflation was only 8 percent last year (much lower than in the United States and Europe), that rate is much higher than in the past few years. More importantly, last year's inflation rate exceeded, for the first time in memory, the average wage increase granted to workers in the annual natioowide "spring labor offensive." That means, in effect, that Japanese labor's real wages declined in 1980, for perhaps the first time in a generation. With less real money to spend, and expecta-

With all these factors in mind, many business leaders have been calling for further mea-sures to ease credit. That classical Keynesian monetary measure has already been tried a few

In short, with fiscal expansion out of the question because of an unprecedented govern-ment deficit — now higher than the total of Western Europe and the U.S. combined — the only alternative, for the moment, is monetary action to loosen credit restraints further.

Barring further sharp increases in the price of crude oil — a development which seems highly unlikely in the short run — there is room to believe that the Japanese economy will soon emerge from its current doldrums.

Because of continued sharp improvements in industrial productivity --- Japan's ace in the

#### Pressure to Export

If Japanese industry is still not completely bullish about its own economy, there can be oo doubt that Japan's reputatioo as a highly productive economy continues to rise daily. Two significant, related indications of that during the past months are the continued strength of the Japanese yen, and the appreciation of the Tokyo Stock Exchange. Despite a sortie into the mid-200s (versus

Japanese businessmen worry that production levels will never achieve the heights they have been dreaming about.

R & D Gets a Big Push In Electronics Industry

## By Robert Y. Horiguchi

TOKYO - With its span of vision spread-ing from esoteric cybernetics to mundane household equipment, the Japanese electronics industry seems to be poised to ride the crest of the predicted Third Wave in the progress of mankind.

Plans are being made to launch a 10-year program of research and development to build a "thinking" fifth-generation computer whose functions will closely simulate those of the human brain.

To achieve this, the Ministry of Internation-al Trade and Industry (MITT), which in the past has given lavish financial and other assist-ance to the industry, intends to organize a new R & D organization that will provide career flexibility and working facilities for the na-tion's best scientists.

This proposed center is planned to be completely different from other national institutes in that it will emphasize the development of a "home-grown" technology in order to dispel the image that the Japanese are copiers. For this purpose it will bring scientists from universities and government-sponsored re-search facilities as well as private corporations into one cohesive organization.

## Drawing on Experience

To do this, MITI is expected to draw heavily on the experience it has acquired in its \$225 million, four-year project to develop by 1983 very large-scale integrated (VLSI) circuitry for a so-called "super-chip" capable of memoriz-ing 60 times as much information as the 64kilobit integrated circuit in use in the most advanced large-scale computers.

lo this area of large-scale main-frames, Nip-pon Electric and Hitachi are today neck-andneck in contending that they have developed the world's fastest computer. Hitachi recently laid claim to the title with its M-280-H model with a logic circuit that reportedly operates at a speed of 0.45 nanoseconds (billionths of a second). Both manufacturers assert that their respective products thus are faster than the IBM 3081 processor, the top-of-the-line offering of the U.S. manufacturer.

For its VLS1 project, MITI assembled researchers from four competing major electron-ics firms and distributed information on how research was progressing to all of them, thus restraining incentives by the participants to develop technologies for their own company's benefit, as rival firms would automatically have access to them.

This experiment is seen as a breakthrough in Japanese scientific research practices, which have been plagued by fragmentation and com-

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partmentalization that prevented scientists from different fields from working on joint projects.

About 120 top-flight researchers are taking part in this program, which, so far, has spawned 1,000 patent applications. The "super-chip" is intended for use in so-

called "fourth-generation" computers, which are expected to make their debut before 1985.

Meanwhile, the Japanese semiconductor and integrated circuit (IC) industry, using state-of-the-art technology, is booming. If five years ago, Japan imported 75 percent of its semiconductors from the United States, the latter share of the local market has now shrunk to 50 percent.

Moreover, Japan turned from being an IC importing country to being an exporting coun-try in 1979 when it shipped abroad \$442.5 mil-bion worth of these devices against imports of \$417.7 million. This represented a 2.1-fold increase in exports over the previous year. Of these, \$184 million worth were shipped to the United States.

In 1980, total IC exports jumped to \$887.9 million, according to industry sources.

If California has its Silicon Valley and Texas its Silicon Plain, Japan's southernmost main island, Kyusbu, is fast becoming known as Sili-con Island.

#### Newest IC Factories

It is there that the country's giants in the electronics field, such as Nippoo Electric, Toshiba and Sony. as well as America's Texas Instruments, have chosen to build their newest IC factories.

The reason given for this is that Kyusbu offers a labor force of high quality, water with low mineral content and few impurities, and excellent facilities for shipments by air.

According to an estimate by the Tokyo office of the brokerage firm Bache, Halsey, Stuart and Shields, the construction of an IC plant with a 500,000-a-month output requires an investment of at least \$15.2 million. Nine major Japanese electronics firms increased the ournber of such plants in various parts of the country by 78 percent in 1979 and by 47 percent again in 1980 by investing an estimated \$749 millioo in that year alone, the firm reports.

Ichizo Yamauchi of the Nomura Research Institute explains this surge in IC plant investment as follows:

"As latecomers in the field, Japanese manufacturers considered it extremely important to sacrifice short-term investment efficiency and short-term returns on investment for the sake of long-term growth ... They made bold anticipatory investments in research and develop-

(Continued on Page 9S)



barriers" which in effect delayed the entry of several new Japanese models. Using a ploy well-known by Japanese government officials (who in effect keep imports of non-Japanese cars at home to less than 1 percent of the market), French officials refused to grant model certification to numerous Japanese models which for technical reasons, did not meet French standards, Japanese officials are enraged. "We are being made scapegoats for French President [Valery] Giscard d'Estaing's re-election campaign," says Mitsoya Goto, ol Nissan's International Division in Tokyo.

## Limited by British

The British, in their turn, have limited Japanese car imports to just over 10 percent of their market (although for a time they went beyond that figure), and the Italians bave refused to let them in at all. Still, sales of Japanese cars in such markets as Switzerland, Ireland and Belgium have reached record proportions

The focus of attention in the Japanese auto industry remains, however, the American market. The question that looms above all others is whether the United States will take measures

to restrict the number of vehicles the Japanese ship their way. In Detroit, it is widely pre-souned that the ills of the American auto industry - combined deficits in 1980 of over \$4 billion for the top three auto makers - are largely caused by the Japanese "assault."

Had the Japanese restrained themselves, and not taken advantage of the situation, the 30 percent unemployment figure for U.S. auto workers would not bave arisen, claim the U.S. auto makers.

The Japanese are convinced that their success in the United States is not the primary factor behind the financial and marketing failure of the U.S. companies. They argue, and the ruling of the International Trade Commission of the United States last November supports them, that it was American auto mismanagement rather than Japanese "offensives" that resulted in the deficits.

## 'Compliant' With Unions

"If the American auto companies had not been so compliant to the needs of the labor unions, they would oot now be in this mess,"

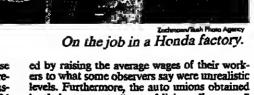
says one Japanese executive. When the Big Three of Detroit enjoyed record profitability in the 1960s, they respond-

levels. Furthermore, the auto unions obtained in their contracts "cost-of-living allowances" that were geared to inflation rates. So as the United States veered into a long period of double-digit inflation in the late 1970s, labor costs rose far beyond those of Japanese makers.

the Japanese working class, enjoying small but comfortable homes in the suburbs. But they are paid far less than U.S. workers, so the average Japanese car costs \$700 to \$1,000 less to build - merely as a result of labor savings. Moreover, Japanese auto companies cut pro-duction costs by using more industrial robots

customers of the finest automobiles in the world. Certainly, the sloppiness that is found in the construction of many Detroit products is extremely rare in the Japanese auto world.

On the job in a Honda factory. ed by raising the average wages of their work-



Japanese auto workers may be the elite of to make their cars.

Japanese companies also argue that their high level of "quality control" assures their

tomobiles an increasingly loyal following in the United States and Europe. So, according to

## This level of quality has gained Japanese au-

# 'The Right Product at **Right Time'**

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)KYO — Less than a generation ago, the Japanese automobile was little known, less respected, around the world. Even nese consumers were convinced that, i they afford it, the longer, plusher, gas-ling models of the United States, or the : bizarrely sporty autos of Europe, were rable to their own modest products.

t times have changed. Last year, Japanese stry exported 5,966,961 vehicles (including 3), or fully 54 percent of its entire produc-Most of those were directed to markets in Juited States and Europe where, for a vaof reasons, Japanese cars have become 80C

panese manufacturers claim they were as tised as anyone by the surging demand for product — up 20 percent in the United s last year, and 28 percent in the Europeocomunity. "We just happened to have the product at the right time," says one autoile executive.

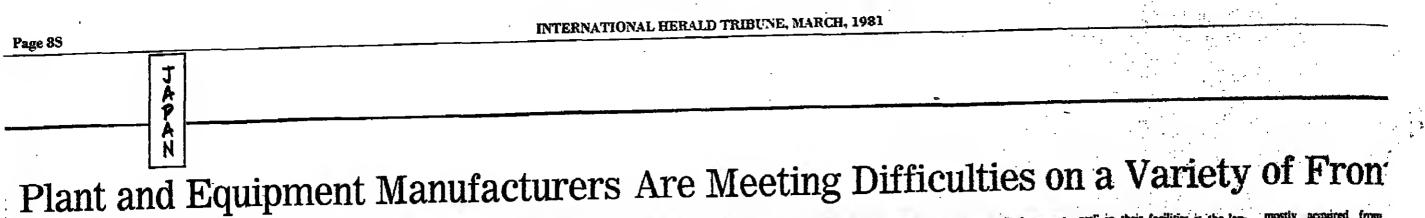
#### **Gas Prices Are Cited**

s they tell it, the rising popularity of Japa-automobiles in the American market was much more to the sudden increase in the e of OPEC crude oil than to any "blitz" or tomic offensive on their part. When prices it local pump doubled in less than a year, American auto manufacturers were unable pply a sufficient number of fuel-efficient lapanese auto dealers moved in to fill the

ut fuel efficiency must be only part of the slem, especially if the success of Japanese ers in the European Community is consid-1. There, the high quality of Japanese is, their comparatively low price, and the illent after-sales uctwork are, even more 1 in the United States, sales points, as in ope the Japanese are competing against lo-producers well-stocked in fuel-efficient

ast year, when every local German manuurer saw car sales decline from those of 9, sales of Japanese autos in that market ied markedly, reaching 10 percent by early 1. But the West German and American kets - where Japanese cars captured over percent of the market in mid-1980 - were about the only major markets left entirely a to the Japanese.

be French government has set a quota of 3 form of its market and, early this year, took ( is to creet a number of obvious "non-tariff rald Tra



TOKYO - Wedged between cessful bidders offered Mexico are cheaper export loans provide out multiplicity of the second sec cheaper export loans provided by rival industrial nations, and growing pressure from Third World countries for technological transfer, Japanese plant and equip-ment manufacturers are hurting. In keeping with traditional practices, they are turning to the government to ease their aches.

Government and industry estimates forecast a decline in plant exports to about \$10 billion in the fiscal year ending March 31 from a record of approved exports of \$11.785 billion a year ago. This will be the first time that such ex-ports have declined. Japan defines as plant exports any exports of machinery or equipment valued at \$500,000 or more.

According to OECD figures for 1977, the latest available, Japan ranked third, after West Germany and the United States, among plant-exporting countoes, with 10.8 percent of the business worldwide. In that year, Japanese exports were valued at \$8.607 billion.

Japanese industrialists attribute this year's decline in plant exports principally to the aggressive sales campaigns mounted by their foreign competitors, backed by their respective governments.

## Recent Failures

They point to the recent failures of Japanese bidders to clinch juicy plant and machinery contracts in Mexico, Morocco and East Ger-

The Mexican setback was a particularly hard blow as it came shortly after Rokusuke Tanaka, the Japanese minister of international trade and industry, had of-fered President Jose Lopez Portillo a loan in yen equivalent to \$740 millioo during a visit to Mexico

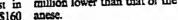
early this year. The Japanese bidders had their eyes set on the sale of an estimated \$120 million worth of electric locomotives and signaling and commu-nications equipment for a \$700 millioo electrification project of a 350-kilometer stretch of rail line between Mexico City and Queretaro.

American bidders walked away with more profitable orders for the electric locomotives and the signaling system, while an Italian firm was awarded the overhead wiring and power transformer station contracts, leaving the Japanese with only a \$14-million deal for communications facilities. The terms of credit that the suc-

millioo lubricating-oil plant and oese plant exporters attribute their other facilities oo a turn-key basis at Mohammedia, ocar Casablanca, recent loss of two cootracts in Morocco to the favorable credit to the French state-owned Technip terms offered by their French and company. The French offered half British competitors in the form of "mixed loans" arranged with gov-erament support. These loans the amount oceded to finance the project at 3.5 percent yearly interest for 25 years, with a seven-year combine government and private grace period. The Japanese financing offer was far less favorable.

export financing. One deal involved the construc-Two major Japanese trading tion of a wire rod mill for Sonasid, companies that had joined forces a state-owned enterprise, at Nador, to hid for a mammoth steel comvalued at some \$190 million. The plex in East Germany estimated at \$1.5 billion were confident that British bidder was successful wheo he offered a £17-million, 25-year they had the inside track, princicredit at oo interest with a sevenpally because of their technologiyear grace period, provided by the cal advantage. They were due for a overnmental U.K. Export Credits rude shock. Secretary General Er-ich Honecker of the East German Guarantee Department, combined with a private loan in keeping with the 1978 OECD "coosensus" Communist Party, on a visit to Viguidelines on annual interest rates enna, abruptly announced that the project had been awarded to the and maturity.

Austrian Voest-Alpine company. The Japanese had offered a 10-The announced reason was that year Export-Import Bank huver's the Austrian bid was almost \$300 credit at 7.5 percent interest.



To add to their woes, China has recently abruptly canceled or suspended eight major cootracts for the construction of 11 oil chemical and ooe chemical plant projects as well as the expansion of a huge steel complex with 26 Japanese contractors with an estimated total value of \$1.44 billion.

> The Peking authorities ex-plained that this scaling down of their modernization program was necessitated by a re-ordering of their domestic priorities to cope with a \$7.38 billion budget deficit in 1980.

However, observers attribute the Chinese action, which raised howls of protest in Tokyo, to the fact that Peking does not have the money to buy what it had ordered following its failure to achieve oil production and related foreign exchange carning goals.

The Chinese have promised to follow "international economic practices" to compensate Japanese manufacturers for their losses without however, indicating how much they are willing to pay for opting out of the contracts.

Meanwhile, the Tokyo authorities are reported to be leading a sympathetic ear to industry requests for a revision of Japan's export financing practices so that lant exporters will be able to offer better loan terms.

## Oil Crisis

Plant and machinery exports were counted upon to take up the slack in exports when the shipbuilding industry shrank following the 1973 oil crisis.

With generous government fi-nancial help, the industry reduced its shipyard capacity by 40 percent, keeping its newest yards and closing its oldest.

To avert across-the-board unemloyment, numerons shipyards then turned to the production of plant and equipment as a sideline.

Hitherto, Japan has adhered to a policy of not extending loans on concessionary terms through its Overseas Economic Cooperation Fund for financing exports of production equipment. It also refused to lend to nations with an annual per capita income of over \$1,200 at ODA (official development assistance) low-interest terms.

These restrictions are now likely to be scrapped to enable Japanese plant and machinery exporters to

A Japanese group also lost in million lower than that of the Jap-the bidding for buildiog a \$160 anese.

The Export-Import Bank is also expected to relax rules that are held to hamper the financing of plant exports oo a small scale, that is, valued at less than \$100 million. The bank now provides suppliers' credits for plant exports at annual interest rates ranging from 6 to 9 percent with maturities of two to 10 years.

Another problem plagning Japa-nese plant exports is the growing trend among developing nations of making technological transfer a conditioo for the purchase of imment. No longer are a number of such

countries satisfied with having Japanese manufacturers supply

# 'The Right Product at the Right Time'

are slack, and many dealerships are in deficit

- they are under increasing pressure to ex-port. In the past, the Japanese have usually been able to balance off weak export perfor-

mances with strong domestic sales records, but this year, it looks as though they face the pros-pect of stagnation or decline on both fronts.

Motors, which is 15 percent owned by Chrysler Corporation of the United States,

faces another unpleasant prospect: It has come

under increasing pressure from American offi-cials to rescue Chrysler, by purchasing all or

part of the parent company. Considering the fact that Chrysler ourtured Mitsubishi Motors (as other U.S. anto compa-

nies nurtured Japanese auto makers when they

were in their earliest stages of post-war pro-

duction), that seems not an unreasonable re-

Brink of Bankruptcy

But now that Chrysler is on the brink of bankruptcy, Mitsubishi would like to distance

itself as much as possible. The Japanese firm is

also irked by the fact that Chrysler has been

more aggressively marketing its own, new faci-

efficient cars (on which it makes a higher prof-it) in the U.S. showrooms that it shares with

Mitsubishi is also likely to frustrate U.S.

policy makers who are urging it to buy or merge with Chrysler, because Mitsubishi man-

agement takes a dim view of Chrysler's prod-

uct line, and its chances of its renewed success,

even under Japanese management. As one Jap-anese executive puts it: "Who wants to buy a

Given the fate of other auto makers, the

Japanese should consider themselves quite for-

umate. With most of the world's big car pro-

makers have to report is a slight decline in

ducers in deficit, the worst the big Japa

At least one Japanese producer, Mitsubishi

(Continued from Page75)

many analysis, it is doubtful, even after they produce a sufficient number of fuel-efficient cars, whether American automakers will be able to regain the patronage of many buyers who now drive Japanese products. The success of the Japanese car in recent

years is all the more remarkable, given the fact that the Japanese yen has dramatically appreciated of late.

Only a few years ago, it hovered between 280 and 300 to the dollar, but it has since soared to around 200 to the dollar. This appreciation makes Japanese autos - and other exports --- much more expensive for foreign purchasers. Only "rationalization" mea which serve to cut costs - automation and energy-saving measures - have allowed the Japanese automakers to stay competitive despite the surge of their currency.

Despite their success, Japanese auto makers and observers of the auto scene are increasingly uneasy about the foture. On the one hand, they face the prospect of a tide of protection-ism in the United States as well as in Europe. "orderly marketing agreement," or some An other form of trade restraint between the United States and Japan, is quite likely - especial-ly if the American auto industry does not make a dramatic turn for the better.

## 'Dangerous Precedent'

Such an agreement would not only limit. Japanese exports to the United States, but would threaten to spill over to other trading partners. "A restraint agreement with the United States would set a dangerous precodent," says a Nissan executive. "This is one thing we would like to avoid at all cost."

On the other hand, the Japanese auto makers are caught on the horns of a domestic dilemma. With the Japanese auto market also stagnating - sales and registrations at home

put them into operation on a turnkey basis. They are requiring the manufacturers to allow their own engineers to participate as "tramees" in the entire production process in Japan, from the drawing of design blueprints to the comple-tion of the equipment, including the machining of necessary parts, their assembly and testing.

## Language Barrier

Japanese manufacturers are reluctant to agree to these conditions bear the expenses. on the grounds that it means divalging not only their production ed when the trainess come from Francophone countries, mainly know-how but, at times, jealously guarded proprietary industrial those in Africa. The Japanese are more familiar with English, as their technological knowledge was secrets

Another obstacle facing manu-facturers in accepting such "main-

guest.

ditsubishi Motors.

dying man?"

their products, install them and ees" in their facilities is the langoage problem. The latter have either to be taught rudimentary Japanese technical terms before they leave their home country by teachers sent from Japan - a process that takes at least six months on a two-hour-a-day, five-day-a-work basis, or being assigned interpret-ers on the job when they take part in various operations in the production process when in Japan. Either way, this is costly and in most cases the Third World countries expect the Japanese supplier to

mostly acquired from speaking autions. Morec quate interpreters who apwith technology are in s ply and consequently ve;

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Compounding these j Japanese manufacturers ; deliciencies in academ ground and in practical e often found among engin developing countries. Th ciencies prevent them In absorbing the sophisticat how that confronts them nese factories.

This problem is further aggravat-However, manufacture creasing numbers are fig they have to deal with mands for training if the obtain contracts.

> profits. Already Toyota's profit figur flecting the company's efforts to se-exports to the United States. Last ye ta's earnings declined some 23 percent Toyota executives say that they can

for some of the shortfall already bei the U.S. market, but the kinds of cars sell instead, to markets in the Near Latin America, are lower-priced, low margin vehicles. Moreover, a Toyota admits: "America is a comfortable Advertising and promotion activities World countries are much more diffs. complish.

#### Internat

One highly touted, long-range so Japan's embarrassment of auto rich internationalization of Japan's auto Already, there are clear signs that auto makers are moving to product number of their vehicles overseas, a what the consequences for Japanese

Honda has already made plans tohicles in the United States, and Ford trying, for months, to persuade Toy (maker of Mazna) or even Toyota to j in production facilities. Nissan, which has a pickup truck plant in Tennesse working on a feasibility study which say, indicates good chances of succes

duce in the United Kingdom. Unfortunately, every solution leadi. problems. So Nissan's talk of a Bri plant, welcomed cothosiastically by government officials, is being vit French and other continental auto mu clever Japanese effort to enter though door of the Common Market, a n would further hurt French and Ger companies.

This announcement appears as a matter of advertisement only.

UNCHANGING - A tea ceremony at a school for gei-

shas, in Kyoto. Whip on plate is for blending different teas.



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## **INTERNATIONAL HERALD TRIBUNE, MARCH, 1981**

Page 9S

# ariety of oreign Banks Are Challenged

7 Stephen Bronte 0 - Foreign banks have r had an easy time opera-Japanese city banks are their way into the foreign inditional markets, the I get rougher still. In rethe foreign banks are g a counterattack into. for domestic loans and that until now have been ed by the Japanese banks. also exploring some new nat: the Japanese banks t, or would not, touch. n currency denominated domestic Japanese corpoknown as "impact" loans of their favorable impact 10 Right Statute of payments have long been one of the banks' staple products. ee large American banks, Yamhattan, Bank of Ameri-Citibank, at one time deon these loans for 40 per-

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their Japanese business. foreign branches derived wo-thirds of their business upact loans. The field has foreign monopoly since then Japanese banks were from extending : impact

in June, 1979, the Ministry ance delivered some bad r foreign banks. As part of defense package, it authoripanese banks to resume arm impact loans. The reloans in March, 1980.

Japanese banks lost no time into the manager lined up cash-short trading aies and top-grade heavy in-1 companies looking for -) escape the Bank of Japan's htening grasp on the monoly. Long-term impact loans ed by Japanese banks grew 92 million the first month ere liberalized to \$397 mil-

the following May. t a new foreign exchange aplifying procedures for imans went into force in Der, 1980, such loans soared to llion. In the meantime, longnpact loans by foreign bank ies continued to poke along e \$150-\$250-million per range they had stagnated at ir before.

icially, the Ministry of ce decontrolled impact loans omote capital inflows. But are from the Japanese banks

also appears to have played a role. Since the 1973-74 oil crisis, Japanese corporations have been steadily paring down their bank loans to and cut overall operating expenses. For the banks, this has meant steadily shrinking loan demand from many of their most important clients.

To offset these losses, the banks having been twisting arms at the Ministry of Finance for permission to enter new markets. By opening up impact loans, the ministry could profit by making a political-ly important concession to the banks, and speed up the reform of Japan's archaic interest rate sys-tem, long a sore point with foreign financial institutions and governments alike. Lost in the shuffle were the interests of Tokyo's foreign bank branches.

Why have Japanese banks prov en much more successful at lend-ing dollars than U.S. banks? Because they will do it much more cheaply. Long-term impact loans extended by the Japanese banks have carried mere % percent spreads, while short-term loans have gone for a scant ¼ percent. over the cost of funds. Managers of Tokyo's foreign banks say they lose money when they extend loans with less than '2 percent

ILBIRIDS. The headache for foreign bankers is that by losing the market for impact loans a lot of other business will go down the drain, too. When foreign banks enjoyed a mo-nopoly in impact loans, they possesed a valuable entry to large companies not normally interested in the services of foreign banks. Foreign banks could, for example, count on picking up a lucrative foreign exchange deal once an im-pact loan was signed. So losing an impact loan means losing a foreign

exchange deal, too. In looking for new business lines to pursue, foreign banks are going to have to overcome some formi-dable barriers. Larger Japanese corporations that foreign banks prefer to deal with are usually members of large conglomerates built around Japanese city banks. Frequently, the chief finance offi-cers of these corporations are men seconded from the main bank who are not interested in expanding re-

lations with a foreign competitor. But Tokyo's foreign bankers are not yet willing to throw in the far beyond the 2.5 per towel. Instead, they will try to take share they now possess.

advantage of a number of other re-forms permitted by the govern-ment that have somewhat improved yen funding options for foreign banks in Japan. Most significant has been the

extension of yen refinance facilities to foreign banks by the Bank of Japan since February, 1980. The three large American banks are being allowed to borrow 4 billion yen (\$20 million) each and the smaller banks up to 500 million yen (\$2.5 million) at a highly attractive ¼ percent over the official discount rate.

The steady liberalization of Japan's short-term interest rates since June, 1978, has broadened the bill discount market, an important source of yen funds for foreign banks. The Ministry of Finance is now viewing applica-tions for new branches and representative offices more favorably than it has in the past. That will bolster the bank's abilities to collect more yen deposits. In May, 1979, foreign and Japanese banks were allowed to issue yen-denomi-nated certificates of deposit for the first time, and foreign banks were given access to the short-term "gensaki," or bond repurchase

market. Larger and more reliable sources of yen funding will let foreign banks launch an assault on the domestic yen loan market, long the stronghold of the Japanese banks. It has also opened up opportuni-ties in areas where the large Japanese banks have yet to venture. The recent proliferation of foreign consumer finance companies in Japan, many of which are affiliated with foreign bank branches here, is just one example of the foreign

banks' new pioneering spirit. Foreign bankers point to other fields where there is room for expansion. The new foreign exchange law has laid the foundation for the considerably larger and more active foreign exchange mar-ket in Tokyo. Many foreign banks are already gearing up for the en-hanced interbank dealing opportunities that a more mature market will bring. Others say their branches will be focusing more on corporate non-loan services.

But no matter how aggressive a stance foreign bankers adopt in their pursuit of new business in Jaeven the optimists admit that pan it is unlikely that they will ever get far beyond the 2.5 percent market

By Gregory Clark TOKYO - From boom to hust in less than 12 months

might be an exaggerated de-scription of Japan's economic relations with Peking, but not much. In December, 1979, then-Prime Minister Masayoshi Ohira announced in Peking a \$250-million aid program for China and commercial credits worth SE billion. In February, 1981. China canceled a series of plant contracts with Japan causing losses to Japanese compa-nies put at \$1.5 billion.

What went wrong? The official Chinese explanation places the blame on over-optimistic estimates of China's ability to industrialize. After contracting for everything from a fully-integrated iron and steel plant near Shanghai to several dozen chemical plants scattered across the country, the Chinese found they had neither the money nor skilled personnel to complete them. To prove it, they have cut

their national budget by more than 10 percent and the industrial investment component by about 45 percent.

But there have been hims that a power struggle in Peking could be part of the reason, with cancellations and cuthacks part

of an attempt to further discred-it the former Hua Guofeng administration Vague Promises The Japanese, shocked by the

way in which they were in-formed of the cancellations -in some cases with little more clear and have hinted at reappraisal of the whole relationship. The Chinese have responded with vague promises of compensation. The situation remains in a

stalemate, with some liberalminded Japanese calling on their country to make a noble gesture - further credits to help ease the plant cancellation pain - as compensation for World War II damage, tChica waived all claim for war reparations when relations were normalized in 1972.) Few expect Peking to come up with adequate compen-sation, and most of those caught with canceled contracts are

blaming themselves for getting caught up in the China euphoria of the late 1970s.

Japan seems willing to go ahead with its promises to China. Most involve port and railway building to allow China to expand coal exports, something that is just as much in the Japa-

nese as the Chinese interest. Trade relationship also seems unaffected, with the total of exports and imports up a large 41 percent last year over the previ-ous year's level to \$9.4 billion. The trade surplus in favor of Ja-pan reached \$800 million.

The Frayed China Connection

However, hopes that China would become a major supplier of oil to Japan are fading. China currently exports around 8 mil-lion tons of oil to Japan annually, but rising domestic demand in China and slow development: of new reserves suggest that even this level of export might falter. Exports this year have been cut to 160,000 barrels a day, or 14 percent below the level set in a 1978 agreement. In 1979 the Japan National Oil Corporation signed an agree-ment with the Chinese to help prospect and develop undersea reserves in the Bohai Gulf.

## Slow Start on Credits

As with many of the other aid and credit agreements with Pe-king, the Chinese have been extremely slow in getting started, Very little of the \$8 billion of-fered in commercial credits has been taken up, and the Chinese have implied that the interest rates are too high (LIBOR plus 0.25 to 0.50 percent). Hopes are fading that hilateral trade will reach the \$20-30 billion level by the 1990 end of the 1978 longterm trade agreement.

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well is compensatory trade. More unsettling are indirect Based on the pattern set by Chinese claims that the Japa-Western European companies nese plant and technology of-fered to China during the boom operating in Eastern Europe, the Japanese offer technology and machines to selected Chiyears were overpriced and un-suitable for Chinese conditions. nese factories and assist them in There is no explanation of why production of goods required by China accepted such unfavor-able deals at the time, but the the Japanese market. The goods are then accepted in payment for services rendered. hints of under-the-table horse trading remains plain. To date, most successful ex-Nor has there been much

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amples have been concentrated progress in the other area of biin textile goods, particularly from the Shanghai area. But the lateral economic relations: joint manufacturing ventures in Chi-Chinese have suggested several na. Several ambitious schemes' to join with the Chinese to crehundred new projects covering everything from optical goods and computers to plastic toys and watches. One Japanese ate electrical goods and elecironics industries have been complaint with the scheme so proposed, particularly by veter-an Japanese industrialist Konofar is the problem of quality Matsushita. But apart control, and much seems to de from a Peking-duck restaurant scheme, little of note has matepend on selection of the factory to handle the work and subsequent supervision by Japan.

One form of industrial coop-

eration which has worked out

One important Japanese gesture has been the extension to China of its perferential duties system, which went into effect in April, 1980, It has helped the Chinese greatly in their competition with other Asian nations for a slice of the lucrative Japanese market in labor-intensive goods and raw materials,

R & D Gets a Big Push in Japan's Electronics Industry

## (Continued from Page7S

ment as well in plant and equipment, continually introducing the most up-to-date facilities."

## The 'Money-Eaters'

As a matter of fact, the first Japanese ventures in IC manufacture in the early 1970s had dismal results, the plants being dubbed money-eaters."

But this is no longer true. Toshi-ba, Hitachi and Mitsuhishi Electric all credited their strong sales of high-profit and high-value-add-ed products, such as ICs, in helping them chalk up increased profits during the first half of fiscal 1980 that ended last Sept. 30.

As Japan's electronics manufacturers are thus gearing up for an IC assault on world markets, they are continuing to heighten their

dominance in the video tape recorder field.

VTR exports in 1980 on a Customs clearance hasis amounted to \$2,142 billion for a 99.6 percent growth over the previous year. with 3.44 million sets being shipped abroad for an annual in-

crease of 106 percent. Of these, 1 million sets were exported to the United States for a 52 percent increase over 1979, while 1.3 million nnits (2.5 times the previous year's figure) went to European Economic Community nations, the remainder being di-

rected to Middle East and Latin American markets, Japanese VTR manufacturers now are credited with controlling 90 percent of the world market, their two major competitors being Philips in the Netherlands and Grundig in West Germany. Last year was also a banner year

for exports of color TV sets. These totaled 4.65 million units for a 58 percent increase over 1979 and were valued at \$1.376 hillion, a 41 percent growth. This was the larg-est recorded export figure since 1976, when 5.3 million sets were them into each other.

Although TV exports to the United States decreased, those to the EEC rose, on the contrary, hy 40 percent, with shipments to West Germany jumping 84 percent from a year earlier.

Japanese manufacturers of household electronics, however, are not resting on their laurels. They are busily devising new ways to tap consumers' pockets.

With an eye to the future, they have begun introducing in the do-mestic market what they call "component TVs."

They are offering for sale, separately, TV monitors, channel selectors and speakers, from which the consumer picks out the components he wants and then plugs

## **Integrated** System

The Japanese say that in ad-dition to the problems caused

by China's current economic

slowdown, the conditions on

which the joint ventures would

be set up and run remain very

vague. No clear guidelines exist

for profit calculation and taxa-

tion. The degree of Japanese

control also must be spelled out.

Under this formula, the owner of a stereo audio system can plug in a TV monitor to convert it into an integrated home entertainment system that will play video and audio discs and tapes, and receive both visual and audio broadcast information.

The manufacturers assert that with components, consumers will not have to junk their old sets every time a technological advance comes along.

When stereophonic TV was in-troduced in Japan in 1978, they re-end.

call, all existing sets were instantly made obsolete. Their argument is that when cahle or satellite reception increases the number of channels available, the buyer will only have to replace the timer and not the whole box-like TV set of today.

## This component approach will also facilitate the eventual conver-

sion of the home entertainment system into a two-way receivertransmitter for use with Teletext information systems when these come into general use. Another product being market-

ed is an audio record player with a dual pickup that avoids the need of the listener to turn over the record disk. The device, controlled by a micro-computer chip, automatically starts playing the other side of the disc as soon as the recording on one side comes to an

shipped overseas.



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control and information systems highly streamlining our operations. Such as the TOS-CAT system "K" Line pioneered at its Ohi Container Terminal in Tokyo.

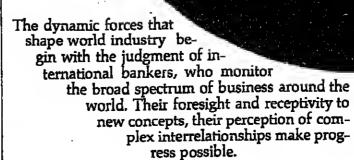
"K" Line has kept right up front in the most modern way with its heritage of ancient tradition to meet demands of the intermodal revolution and other great changes in movement of world products. And will keep right up there to meet further challenges in the future. With "K" Line Care. All the way.

K LINE

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# Financial perspective. The basis of world business.



With offices in all the great cities in the world, Mitsubishi contributes to their commercial and industrial develop-

ments, as well as helping foreign corporations already in Japan, and those planning to enter the market. All part of Mitsubishi's total banking services for over a hundred years.

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HEAD OFFICE: 7-1, Marunouchi 2-chome, Chiyode-ku, Tokyo, Japan OVERSEAS OFFICES: New York, Chicago, Los Angeles, Houston, Toronto, Mexico City, Caracas London, Düsseldorf, Frankfurt, Paris, Zürich, Nadrid, Tehran, Bahrain, Socul, Singapore, Hong Kong, Jakaria, Sydney, The Micsubishi Bank of California in Los Angelas, Mitsubishi Bank (Europe) S.A. in Brussels, Banco Milsubishi Brasileiro S.A. in São Paulo, Milsubishi International Finance Limited in Hong Kong. ASSOCIATED BANKS: Japan International Bank in London, Orion Multinational Services, Orion Bank, Orion Leasing Holdings Limited in London, Libra Sank in London, Australian International Finance Corporation in Kelbourne, That-Mileubishi Investment Corporation in Bengkok, Diamond Lease (Hong Nong). Otion Pacific, Liu Chong Hing Bank in Hong Kong, P.T. Indone-sian Investments International in Jakarta. Ayale Investment & Development Corporation in Mantta, Amenah Chase Merchant Sank in Kusta Lumpur

Page 10S	INTERNATIONAL HERALD TRIBUNE, MARCH, 1981
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Japan Adjusting -	Slowly but Surely — to Its Expanding Role in International Affai
By Roger H. Schreffler times than oot eluded the good tentioned — and sometimes a so-good-intentioned — prosely world and the going tentioned — and sometimes a so-good-intentioned — prosely	in- ot- Over the next five planning to double its economic private sectors have called on the billion yen in aid a few years ago. tion has numed to strengthening Since the world's first of a first of the billion yen in aid a few years ago. ties with its powerful neighbor, in 1973, Japan has been for the strengthening of the strengthening to double its relations with its powerful neighbor.

OKYO - The developing T world and the entire process of modernization - social, political and economic - has been an enigma for policymakers in the West since it was decided some 30 years ago that it was in their respective national interests, in an effort to counter advances by Communist bloc countries, to cultivate relations and seek the loyalty of the world's unchosen ones.

In their endeavors, however, the entire range of questions concern-ing such things as national aspiration levels, deprivation (relative and otherwise) and the need to erve certain "old world" values in the face of a frontal attack the world's total gross national on traditional beliefs has more product — the Far Eastern eco-

so-good-intentioned ers from the West.

years Japan is Although Japan was one of the planning to double earliest postwar cooverts - and beneficiaries - of this sort of na-

its economic aid to tion collecting, the Japanese themselves have for the most part remore than \$20 frained from taking an active role in trying to convert the developing world to the advantages of democbillion.

racy, or for that matter, any particular political ideology, choosing instead to stay in the background nomic giant can in the years to so as not to antagonize or anger come be expected to play a more potential trading partners. posiove role in international af-However, with its newfound fairs than ever before, and increasingly promote its own low-key ver-sion of conducting internacional wealth - the Japanese economy accounts for roughly one-tenth of the world's total gross national affairs.

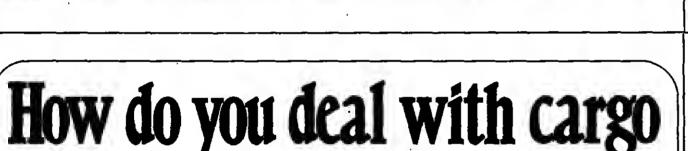
Over the next five years Japan is

# The yen's possibilities.

Mitsubishi Trust knows best the possibilities of the yen. Particularly concerning its operation in carrying out projects in various parts of the world. We supply medium- and long-term financing in yen or other currencies. Our experience and expertise in banking and financial management can help you. For further information, contact us.



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ever, in terms of cial development aid to GNP, Japan still ranks rather low compared to most Western industrial nations, and there has been an increasing call for the Asian economic giant to assume a greater share of the burden.

> The newly appointed president of the Overseas Economic Cooperation Fund, Takashi Hosomi, recently stated that Japan most increase its official developmental assistance "not only to help devel-oping countries but also to relieve some of the burdens of other major industrial countries.

Increasingly in recent years, leaders from both the public and

fits a country having the world's second largest gross national product. One area where Japan has some potential is through helping to mediate conflicts -- particularly regional affairs - by using the country's vast economic might as a political tool to gain some leverage over recalcitrant nations.

Suzaki Tour

A case in point surfaced recently on Japanese Premier Zenko Suzuki's 13-day tour of the five Southest Asian nations that make up ASEAN (the Philippines, Indonesia, Singapore, Malaysia and Thailand), which was viewed by many as proof of Japan's new, more positive role in international

Throughout the nearly two-week visit, the Japanese premier, at least on the issue of Vietnam's 1979 invasion of Cambodia, aligned Ja-pan closer with ASEAN than any pan closer with ASEAN than any previous Japanese leader. Japan, which in the past has sought to promote friendly relations with "all countries" regardless of ideol-ogy, angered and frustrated its ASEAN neighbors when it promised Vietman more than 14

## Educational System Continues to Get High Priority

## By Gregory Clark

OKYO - One out of every four Japanese - or about 27 million people — is enrolled in an educational institution, offering proof of the importance the Japanese continue to place on education as the major means of maintaining their resource-lacking islands as one of the world's powerful economies.

This figure does not include the many millions who each year go through intensive in-house training courses in Japanese businesses.

In addition to the millions in Ja-pan's six-year elementary schools, three-year middle schools, threeyear secondary schools and universities, about 2 million go to kinder-gartens. Education in Japan is

compulsory, and free through the end of middle school. of Japan's top bureaucrais today graduated from there.

But for most, middle school is just the beginning. More than 90 percent of middle school graduates go on to secondary school, and just under 50 percent of secondary school graduates go on to universi-

more difficult examinations. Despite these impressive figures, criticism of Japan's educational system remains heated, much of it To pass the entrance exams of a good university one must have gone to a good secondary school. To get into a good secondary school, which also has its difficult entrance exams, one has to have gone to a good middle school. And focused on the so-called examina-tion 'hell.' In Japan's group-oriented and highly competitive society, much attention is paid to the place in which one receives one's educaso on, all the way down to kindertion.

Graduates of the prestigious Tokyo University, in particular its law-school alumni, are virtually guaranteed a free ticket to the top echelons of Japanese society. Most or preparatory schools which offer,

In particular, Japan finds is a difficult situation with t rich Gulf, having to balance ten conflicting views of its ally and protector, the States, with those of the Ar producers from which Japa ceives about 80 percent of petroleum imports and 60 p of its total yearly energy supp

> The "tragile giant," as Zbi Brzezinski once called Japa dorsed any policy that would tension in the region at a min and not threaten the nation's oil supply line.

export markets of recent years, with the closing of Iraqi por-lost a major source of oil, as was supplying Japan with abc percent of its national annual quirement.

Fear of a nationalization of anese investments in Iran as r suit of the Iranian revolution

one of the reasons the Japa government recently initiated gotiations with the nations ASEAN on agreements to guar tee overseas investments.

ty: n timis ay S iatlos belic stilt rpriv an a c ak D/ for a large fee, to prepare child for each of the various exams. It mates suggest that at least hal Japan's schoolchildren will ere at some time or other at a jukug spend as much as three hour day after normal school hours i

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Entrance exams have become difficult that even the brigh 0.8 child cannot pass them simply the basis of what he learns i. normal school, Each year bring: crop of suicides as young Japar agonize over the loss of career tential and the shame they h

brought to their families in fail to win acceptance to an elite tgarten. Even kindergartens bave versity. Given this effort to pass exa one would expect standards to One result of all this is the juku fairly high and to some extent t system. Juku are private cramming. is true; on a direct year-to-y. (Continued on Page 11S)

paring for exams.

With the recent clarification of

official policy on the Cambodia question emerges a growing belief that the frozen 14 billion yen in aid might be used to help bring about a Vietnamese troop withdrawal.

## **Changing Relations**

ASEAN nations, despite having feelings of resentment that go back to Japan's wartime behavior in the region, nonetheless generally ad-mire Japan for what the small, resource-poor nation has been able to accomplish in challenging and surpassing most Western nations in one industrial area after the other. And although Japan and the ASEAN Five appear to be linked by common ideology, race and mutual interests in economic and geopolitical questions, the ASEAN expected to continue, with some modification, in an energy-short nations have been frustrated at world

never having been able to win Ja-pan's strong support and interest. The common view in the past

In the past, many countries in was that many of Japan's econom-ic and political concerns were tied the region have felt that a consid-erable portion of Japanese investto Europe and the United States. ment has been tied to Japan's own Now, in spite of the fact that Jaindustrial interests rather than the pan has a clear interest to help de-velop Southeast Asian resources needs of the host countries, and this can also be expected to (particularly petroleum), its stten- change.

Tradioonally, in pursuing devel-oping world ties, Japan has given higher priority to the nations of Southeast Asia and the Pacific region. Because of their abundancy of resources (timber and petroleum, for example), Japan has been able to exploit the nearby raw ma-terials to help keep its industrial machine running at full steam.

The region has also provided a natural marketplace for such com-modities as motorcycles, heavy equipment and so forth. In fiscal 1979, for example, Japan had a nearly \$17 billion trade deficit with the five members of ASEAN largely because of substantial oil imports from Indonesia and Malaysia. And, the trend can be

After the Crisis

Parents will do anything to get, their children into well-known uni-

versities. At times this has gone so far as back-door payments of thou-sands of dollars, but for the most part it involves forcing children

through a series of progressively

strict entrance tests to weed out

the less gifted.

The war between Iran and is a case in point. Not only dipan virtually lose two of its r

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The cargo in question is energy, and it's coal from one distination. Crude oil from another. And more and more

often, liquid propane gas as well. You deal with it by building ships: Special carriers designed to carry these energy fuels in a safe, efficient manner. NYK has these types of ships in service now. More are planned as energy needs change and newer energy sources are discovered.

ometimes a gas? At present Japan derives about 70 percent of its energy requirements from petroleum. Other nations too, rely too heavily on petroleum. And that's not good. We're recommending that reliance of petroleum be cut back by using alternative fuels. That's why we are operating coal carriers, LPG and crude oil carriers-and planning newer fuel carriers.

We know this is not the complete answer to the energy problem, but it's part of

it. It may be part of yours too. So why not give us a call. Let's work together by diversifying into other sources of energy because we have the kind of ships to carry the fuels safely and efficiently.

> Charting a course for tomorrow as well as today.

Germany's largest bank grouping with a combined business volume of over DM 800 billion - a market share of some 40 per cent - and more than half of the nation's total savings deposits. Operating within the system are 603 independent Sparkassen and 12 Landesbanken, as well as 13 Offentliche Bausparkassen (Public Building Societies), which together maintain 17.000 offices and employ a staff of over 200.000.

## Scope.

Size. The Savings Banks Organization is

The facilities and services of Germany's Sparkassen permeate the entire economy, from the largest cities to the smallest rural areas. Together with the Landesbanken, which have their own offices, participations, and correspondent links in the world's major financial centers, the Savings Banks Organization offers its clients a broad scope of international service capabilities.

Legal Status. All members of the German Savings Banks Organization are public-sector financial institutions. The liabilities of the Sparkassen are covered by the cities and municipalities where they operate. In turn, the liabilities of the Landesbanken are covered by their state authorities and by the regional savings banks organizations.

## Service.

Unlike savings banks in many other countries, Sparkassen in Germany operate as local universal banks, providing both commercial and investment banking services. As an integral part of Germany's traditionally export-oriented economy, many Sparkassen transact considerable foreign business. Their facilities typically include letters of credit, documentary business, payments and collections, and guarantees. For larger scale foreign financing, the Sparkassen often work in tandem with the Landesbanken, which concentrate on wholesale banking.

# The 4 basic strengths of Germany's largest banking sector.

The Landesbanken, which act as central banks for the Sparkassen in their region, provide multiple wholesale banking services, ranging from commercial and public-sector lending, project finance, and foreign trade finance to portfolio management, security dealing, and international finance - often managing or participating in syndicated Euroloans and Eurobond issues. For funding purposes, the Landesbanken are authorized to issue their own bearer bonds.

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For more information about Germany's largest banking sector, just write to:

DEUTSCHER SPARKASSEN- UND GIROVERBAND Simrockstrasse 4-18 P.O. Box 1429 D-5300 Bonn 1, West Germany

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## INTERNATIONAL HERALD TRIBUNE, MARCH. 1981

Page 11S

# inational Newspaper's Computerized System Does Everything Except Go Get a Cup of Tea

Oon Kitagawa ) -- Overlooking Tokyo near the mouth of the River, stands the first i plant in Japan, and in the world, built te computerized producnewspapers using "the anced systematized technieved to date."

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e Asahi Shimbun's new cadquarters, with four hand 16 above-ground mistructed at a cost of. tion, not including the crammed with another tion worth of new comeripheral equipment, new d rotary offset presses grammable counter-stackcomputerized newspaper

and addressing system. uterized newspaper proprocesses are nothing new

world, especially in the where the first and satest advances were

mazing thing about the imbun's computerized ophowever, is its wholesale ion to the production of jons daily with a total cirof 6.5 million morning pages. aing newspapers in Tokyo

() ( , : ) the moment newsprint tion. However, none, according to

rolls are delivered to Asahi Shim- the Japan Newspaper Editors and at the very outset of their produc- in Romanized Japanese or in one bun's building, computers take Publishers Association, even uon process. over, storing and then delivering the rolls automatically to each among the most advanced newspapers in the United States, bas as printing press before it runs out of yet succeeded in inputting graphics into its pagination processes. newspinit The fire prevention system is The Asahi Shimbun's NELSON

computer-controlled and security guards watch banks of computercontrolled television screens for unwelcome intruders. Even the venetian blinds are computer-controlled, automatically adjusting themselves to temperature changes

The 32 high-speed rotary offset printing presses, capable of print-. ing 150,000 copies of 24-page newpapers an hour, are also computercontrolled. Once off the presses, the newspa-

pers are counted, stacked, ad-dressed, wrapped, tied and delivered to waiting trucks under computer control.

The heart of the Asahi Shim-bun's system is NELSON, an acronym for New Editing and Layout System of Newspapers, which took the newspaper 10 years to develop in collaboration with IBM. NELSON is a fully computer-

ized pagination system permitting the editing and composition of full Many newspapers in the United d a national circulation of States and in Europe have

jobs in private enterprise.

Hand-Written Copy Despite these advances, Japa-nese newspapers, ironically, still switched to cold type and paginahave to rely on hand-written copy

cate designs.

This is because of the complexity of the Japanese language, which ten into standard Japanese. How-consists of thousands of Cbinese ever, die-hard attitudes and labor ideographs, two different sets of 51 syllabaries each, the Roman alpbabet. Arabic numerals and punctuapermits direct inputting of all tion marks both Western and Jap-

graphics, including advertising illustrations, news photos and beadline cuts — a feature of Japa-20050 Dictation, therefore, is the basic way in which news is sent in by the nese newspapers in which headreporter to his head office, but lines are not simply black type on greater and greater use is being made of high-speed facsimile transmitters, capable of sending a white paper but are set over intri-Two other Japanese newspapers standard page of 150 characters in have also adopted pagination, the Nihon Keizai Shimbun, a national 15 seconds

Mosi Japanese newsmen economic newspaper, and the Shi-nano Mainichi Shimbun, a local dispatched abroad, bowever. manize their copy when filing newspaper published in Nagano in via telex or leased lines to the head central Japan. Neither paper, how-ever, has succeeded in putting news photos into its page-makeup computers. They are still fitting in office, but bere again, the trend is to use bigb-speed facsimile transmitters.

The Kyodo News Service, Japan's top news agency, bas devel-oped a system that permits its computers to convert 90 percent of the Romanized Japanese copy filed by its correspondents into Japanese, with the remaining 10 percept requiring manual translation.

It is, therefore, theoretically possible for Japanese newspapers to adopt Western electronic writing devices, such as visual display terminals (VDTs) with keyboards, on which Japanese reporters can write

of the two syllabaries, with computers converting the copy as writunion resistance preclude any early adoption of electronic writing devices.

Thus in Japan the computerized production process starts with operators punching out band-written copy on complicated keyboards.

consisting of as many as 184 keys, each with 12 characters, for a total of over 2,200 characters. A specialized keyboard with 6,700 characters is available for infrequently used characters such as Chinese and Korean place names and personal names. Once the copy is punched out on

*e* are

perforated tape and simultaneous-ly stored in computers, the producuon and pagination process of

Japanese newspapers pretty well follows the Western pattern. The exception to this is the Asahi Shimbun's use of IBM scanner/plotters to scan news photos and put the signals into its NELSON host computers, two giant 1BM 3033 MP units. The news photos can be screened, sized and cropped electronically.

## Full-Page Negatives

Similarly, headline curs, produced on a separate system, are stored in the host computer. Only the advertising copy, including illustrations, is stored in a separate system and is only "docked" with the editorial content of each page then full pages are transmitted to facsimile receivers in Asahi's printing plants in various parts of Tokyo or in other cities in Japan. The facsimile receivers produce

by Asahi Shimbun at almost every full-page negative films, which are stage of its production. In fact, in fed into automatic platemakers caaddition to the two giant 1BM pable of producing four aluminum plates a minute. These plates, each 3033 MP computers in its NEL-SON system. Asahi Shimbun has two smaller IBM 370/157 computweighing only 180 grams, are delivered by a computer-controlled process to the rotary presses. The production process is moni-tored by a Process Control System.

production line.

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ers and a total of roughly 40 minicomputers in operation. Asahi Shimbun's computerization program has meant the loss of 600 jobs as a result of the shutting which consists of two Hitachi minicomputers and 85 videocolor dis-play terminals. The terminals, each down of its hot-metal operation. of which has 12 channels, are lo-Not a single person has been fired, however. All the employees have cated at control points along the been retrained and assigned to other johs. The manpower saving,

The system provides real-time information on the number of pages Asahi Shimbun says, will come on which pagination bas been through attrition. started or completed, the number Asahi Shimbun officials are conof copies printed or still to be printed and the number of bundles fident that the computerized pro-duction system will provide the groundwork for Asahi's "next 50 of papers already loaded or still 10 years" of continued prosperity.

A 9

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loaded into trucks. In this way, computers are used

US\$39,000,000,000 in assets tells you what kind of bank

Taiyo Kobe Bank is a dynamic bank. A growing bank. A bank that makes it a point to stay on the move. In Japan, our branch offices reach out to over 300 locations nationwide. While around the world we go to key financial centers. So no matter where you do business, chances are good we can lend a helping hand. If you travel as we do, it's good reason to get together. You'll be traveling in the best of company.



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# lucational System Continues to Get High Priority

## stimued from Page 10S)

ison Japanese pre-universimts are said to be as much o three years ahead of their ) counterparts, particularly ematics and natural sciencainly Japanese children rewith their parents from cays in foreign countries ormous problems adjusting . igh standards.

most Japanese educators that a reliance on rote : and cramming does great to creativity, and many ties are moving to include. ws and essay writing in trance tests.

ry Students Lose Interest y students, when they final-

admission to the coveted trolled. They would like to weaken ity, quickly lose all interest demic study. Graduation is -

almost automatic, and the princi-pal concern for most is to get a job ers Federation. with a good company.

Claiming the support of almost half of Japan's teachers, Nikkyoso Unlike the universities, companies have little interest in past aca-demic achievement. What they has assumed responsibility for keeping the government out of the classroom, even resisting attempts want are recruits with the right to introduce textbooks that seem personality and connections to beto support government positions. come effective team members. Some even boast of going out of their way to avoid study-minded graduates. Few graduate-school Many of Japan's conservatives blame the organization for the al-leged weakness and lack of spirit in today's Japanese youth. diplomats, apart from those in the

news photo negatives into the final full-size negatives produced by their pagination computers.

About 20 percent of Japan's

newspapers have switched to cold-

type systems, but none is as ad-

vanced as the Asahi Shimbun, or

Nihon Keizai and Shinano Maini-

The conservatives also blame the natural sciences, can expect to get teachers for a recent outbreak of classroom violence. They want a Added to all this is an ideological problem. When the U.S. post- return to the more Spartan education of prewar years, though in fact much of the violence comes war authorities set out to democratize Japan's education system they unleashed some forces which the from rightist, quasi-fascisl gangs that recruit among school droppresent conservative government would like very much to see conouts.

The most surprising result of the in particular the power of the left- postwar reforms has been to create

the fierceness of the entrance examination system, the overall education in Japan is extremely grouporiented and egalitarian. Elite education is discouraged. Few are flunked on year-end exams.

The overall philosophy is 10 do everything possible to lurn the school into a basis of group identity, raise the average level and discourage individual distinctions. And these attitudes carry through after graduation. Recent tests have shown surprisingly and conclusively that, for the young Japanese loday, group cooperation and rela-tionships are just as important as they have always been.

Given the success of this approach, who can blame the Japanese for wanting to conlinue il?

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As an international trading company, one of our strengths is blem solving on a global scale. Our bread and butter is matching vers and sellers. We're in investment and project promotion. We inge physical distribution. We provide finance and guarantees for de and manufacturing. We're in the information business producing ential data on markets and opportunities world wide. And much more.

Mitsui operate 197 offices in 87 countries. Why not contact and get an independent view from a company that has long been ognised as a creative force in international trade. We can probably .p your world go round.

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tsui & Co., Ltd., Temple Court, 11 Queen Victoria Street, London EC4N 4SB. l: (11) 256 2272 Cable: Mitsui London EC4. Telex: 885531.

INTERNATIONAL HERALD TRIBUNE, MARCH, 1981

APAN

# No 2 in series SANWA BANK

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Page 12S

BATL OSEL MARA

Sanwa continues to expand its international activities.

Sanwa's international activities are worldwide in scope. A good example of this fact is the bank's recent \$35 million syndicated loan to Argentina's Ohras Sanitarias de la Nacion, a company which holds almost 90% of Argentina's water supply and sewage disposal market. Sanwa managed this medium-term loan, with two major European banks, and also managed a separate ¥3.4 billion loan. With ongoing accomplishments such as this, Sanwa continues to push forward its network expansion goals. The bank upgraded its Panama office to full branch status, and opened representative offices in Madrid, Buenos Aires and Bahraio.

A joint venture with China's capital city Sanwa Bank has had a long and friendly rela-tionship with China, a relationship that has borne fruit with many Sanwa "firsts" vis-avis commercial activities with that country. Last year Sanwa marked another first when it announced the establishment of a joint venture with the city of Beijing. The primary object of this joint venture, which is physically located in Japan, is to promote the flow of business information between Japan and Beijing, so that economic relationships can be strengthened and encouraged.

## Sanwa marks two steps forward in electronic banking.

Sanwa Bank recently played a leading role in developing a computer-linked automatic cash dispenser network among seven of the largest commercial banks in Japan. This new tie-up will greatly aid depositors by enabling them to withdraw their funds from any of the 4,500 cash dispensers of the participating banks. Sanwa also recently inaugurated a futuristic computer access system which permits busy clients to check their account bal ances and receive notices of incoming funds by simply picking up a pushbutton telephone, Responses are given in an electronic voice. This is the bank's first step in the direction of a broad spectrum of telephone-based electronic banking services.

# SANWA BANK

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# Increase Expected in Japanese Investment in Europ

## By Linda Bernier

DARIS -Although there is some I skepticism about a change in Japanese foreign investment prac-tices, Japanese industrialists and officials say Europe can expect a substantial increase in Japanese investment in coming years.

Heretofore, direct Japanese foreign investment has been concen-trated in the Third World, which supplies Japan with raw materials. From 1951 to 1979, 61.9 percent of Japan's total foreign investment was in Latin America, Asia, the Middle East, Africa and the South Pacific. About 38 percent was invested in Western Europe and North America.

"Japan's first priority has been to develop raw-material markets not to invest in Europe," said Dominique Olivier, director of the Franco-Japanese Office of Eco-nomic Study. "When the influx of Japanese tourists began to invade Europe in 1960-1965, the Japanese did start to invest. But unlike the Americans, who came to make money, the Japanese came to provide services for their tourists hotels, restaurants, gift shops."

## Investment Mentality

Mr. Olivier doubts that there will be a significant increase in Japanese investment in Europe be-cause, he said, "it is oot in the Jap-anese mentality to invest abroad. That is considered very unpatriot-

But Japanese officials disagree. They say Japanese investment in Europe is a way to help subdue the current friction over Japan's trade surplus with the European Eco nomic Community and prevent possible import restrictions by European countries suffering the most from the recent deluge of Japanese exports. represented about 12.2 percent Japan's trade surplus with the its total foreign investment.

BRUSSELS - Japan's growing trade surplus with the Euro-

pean Economic Community and the possibility of a continuing

flood of Japanese exports on the European market have strained

Japan's trade surplus with the

Japanese-EEC relations.

EEC rose from \$7.1 billion in 1979 to a record \$10 billion last year. "Investment in Europe, so we can exchange technical expertise, hire Europeans and produce together, is one way to remedy the situation of structural differences cles by 1986. This is said to be the which has led to trade imbal-. largest Japanese investment in Euances," said Kagawa Takaaki, Jarope to date. pan's ambassador to the EEC.

You can expect to see an in-Honda already has a joint vencrease in Japanese investment in Europe," he said, noting that in the past month Japanese business men and bankers have been visiting Europe as part of an official mission to study investment possibilities here.

#### Investment Spirit

"Although there is a certain reugnance by some Europeans to a Japanese invasioo of Europe, we are planning to invest in the spirit of industrial cooperation and joint research," said Ambassador Takaaki.

Of Japan's total direct investment abroad of \$4.9 billion in 1979, \$495 million was invested in Europe, according to figures of the Japanese Finance Ministry, which measures long-term liabilities and equity flows from parent compa-nies financing direct investment.

To date the most important Japanese investment abroad has been directed toward Asia, 27.2 percent of total investment abroad, primarily in the mining sector; toward North America, 25.8 percent, pri-marily in the trade sector; and toward Latin America, 17.5 per-

cent, primarily in the mining sec-

## Nissan's IIK Link Japanese investment in Europe, primarily in the mining, financial and insurance fields, has so far

tor.

ture arrangement with British Ley-land in Britain and one with Fiat in Italy. And, according to its president, Kiyoshi Kawashimi, the company hopes to develop its joint ventures in Europe.

Among the Japanese firms plan-ning to expand their European production are Sony, Olympus Op-tical and Nippon Electric, which is building a \$94 million plant in Liv-

ingston, Scotland, and is planning to increase production at its Ballivor, Ireland, plant. In France the major Japanese investments include Japan's largest food processing firm, Ajinomoto, Sony, Pental and Yosida.

Hitachi: Fujitsa Plants Hitachi Ltd. is producing sili-

cone-based memory chips in Landshut, West Germany, and Fujitsu is making microprocessors, memory chips and large scale integrated circuits at its \$96 million plant near Dublin.

According to one OECD indusments abroad. Today, authorizatrial analyst, increasing investment in Europe is indicative of Japan's tion is needed only for certain sen-sitive sectors — banking and secuincreasing competitiveness in rities, fishing and pearl fishing. knowledge-intensive industries.

The current EEC-Japanese trade friction and consequent Japanese investment in the automobile industry will probably prove tempo-"In the past, Japanese investment here consisted mainly in establishrary as Japan becomes increasingly competitive in high technology fields, he said. sented about 12.2 percent of

ing service and assembly facili-tics," said one EEC official, wary, And with Europe's low capital

and operating costs and the prox-imity of its markets compared to The most striking recent example of Japanese investment plans Japan, it is becoming cheaper to produce in Europe, he said. for Europe was the announcement by the Nissan Motor Company An executive of an important Japanese electronics firm said, last January that it will build a \$500 millioo plant in Britain that will produce 200,000 Datsun vehi-

ing and marketing.

ment abroad.

**Favorable EEC Attitude** 

upon the Japanese intention to in-

limit its exports."

become more limited, he said.

about Italy and France's restrictive

measures. Italy has limited Japanese auto exports to about 2,000 vehicles a

they are produced in Europe."

High Technology

The European market pro-certain problems to the Jag investor, primarily resulting "some of our European customers refuse to buy our products unless

. . . . .

different management techn and labor relations, but also the reluctance of industry h in such countries as France a

however, that in the future the

anese might invest in sectors

Europe already has excess

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aly to participate in joint vent. The Japanese are used to tively smooth relations with One Japanese official noted that it is also advantageous for high technology products to be manufactured in their selling market to facilitate custom designing, serviclabor force and a loyal and ce ized management, with virtua; I decisions made by the parent It is cheaper to manufacture cer-

pany in Japan, said Mr. Olivid 1. Typically, he said, "a com: will send a group of men abros tain more labor-intensive goods in Japan because productivity is so high there. But, he said, even if study investment possibility They don't speak a foreign there is an economic advantage to guage and rely on the embassy trade council for all their inforproducing in Japan, Japanese in-dustrialists will produce a certain amount in Europe to help over-come the current trade friction be-tween the EEC and Japan. tion

**Managers** From Home

"Once they have establish themselves, they use 100 per-"It is a political compromise to avoid being shut out of the mar-ket," he said. Japanese managers so they get worst possible local employed since locals have no chance He noted that since 1972-1973 the Japanese government has adopted measures to encourage

reaching a position of top mana ment," he said, noting that "ma long-term capital outflows, which has facilitated Japanese invest-Japanese investors are not worr about losing money for seve years." Before these measures were Japanese industrialists seem adopted, government authorization was required to make investbe focusing their choice of inve

ment partners in Europe on the they believe will survive the ca rent economic crisis, medium-si partners ripe for takeover in relu tant markets and partners they t lieve they can dominate through

nancial and marketing strength. EEC officials look favorably Some observers say that Jar crease their production in Europe. nese investment in Europe's sout ern region will be limited becau of political uncertainty and ecnomic problems - low productiv service and assembly facility and labor strife.

Trade Surplus Controversy Keeps Relations With EEC on Edge But, said Japan's ambassador to the EEC, Kagawa Takaski, "Japan fabrics and food products. Japan has officially declared it invokiog the GA?

considering invokiog the GAT That would not only go against the GATT and Japan's own free against French restrictions, by Japanese officials say private market system, but would anger they hope not to resort to such extreme measure, Japan's important trading partner,

At the root of the current tra: the United States, which fears a further rise in Japanese auto ex-ports should the European market conflict is the weakness and ir. daptability of certain European dustrial sectors in the face of ec While Japan looks favorably upon the official British and West nomic problems and the differia policies and attitudes of Japane and Europeans coocerniog tra-German anti-protectionist stance. there have been bitter complaints and iodustry.

"Everyone agrees that prote tionism is not the answer," sa-oce EEC official, "But in the meantime we [Enropeans] have keep going. While we restructu our industries we can't have the

year and has quantitative restric-tions against 38 Japanese export items. France has officially de-Japanese crush us to death. "And there are political facto" to consider, loo, ne

Japanese exports is the automobile industry. Even as worldwide de-mand dropped by about 10 per-cent last year, Japanese auto ex-ports to Western Enrope climbed about 27 percent, According to Japanese officials, the European countries hardest hit are Denmark and Ireland, where

strict exports in certain sectors, European governments will most

creasing protectionism by individ-EEC rose from \$7.1 billion in 1979 ual governments still exists. The sector now most sensitive to to a record \$10 billion last year. The fact that a good portion of those exports are automobiles or other manufactured goods in ecooomically sensitive sectors, such as

steel and shipbuilding, or competi-tive sectors, such as electronics, has prompted a cry for protectionism among European manufacturers

"If Japan doesn't voluntarily re-

**Trade Breakdown** 

The conflict, if not resolved, could have larger implications for Western trade. At issue, say both Japanese and EEC officials, is the breakdown of free trade as provided by the General Agreement on Trade and Tariffs (GATT).

are Denmark and Ireland, where Japan has 30 percent of the aoto market, and the Benelux countries, where Japan has 25 percent of the market, Japanese auto exports to West Germany have surpassed 10 percent of the market. And in Brit-ain the Japanese have been trying ain the Japanese have been trying to hold their exports to 10-11 percent of the market.

**Voluntary Restrictions** Because Belgium is considering clared it would limit Japanese auto avoking a GATT safeguard clause exports to 3 percent of its market

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likely increase protective mea-sures," said one EEC official. "It could mean the breakdown of the entire GATT.".

Although the European Com-EEC, rejected calls for Europeanwide protectionist measures against Japan, the threat of in-

jury Japanese exports have caused to its own auto industry, Japan is studying ways to limit its exports voluntarily, Japanese officials say.

Voluntary export restraint is one answer to the current trade crises.

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allowing the adoption of restrictive measures because of the serious in-jury Japanese exports have caused Most of the restrictions are against automobiles, machine tools, TV sets and tubes, video tape recorders and other electrooic goods, but there are also restrictions against toys, pharmaceutical prod-

that the pressures of social grou in sectors affected by Japanese e ports, particularly during electic periods, also influence Europe call for Japanese restraint. Europeans complain that the Japanese favor the United State

over Europe and that they are a playing fair in terms of trad They take what they need as send out what they want," said a EEC official, complaining that th Japanese are prejudiced again. buying most foreign goods, excer perhaps for a limited number c iuxury goods.

## **Japanese Imports**

He pointed ont that in 197: Japanese imports of manufacture goods comprised only 25 percer. of their total imports, while U.S. imports of manufactured good were 57 percent of total import and EEC imports were 45 percent

of total imports. "Japanese workers are amon; the most cohesive and highes skilled, particularly in ourmerica skills. We would have to send the British labor force back to school British labor force back to schoo for 10 years to be able to compet-with them." he said, adding tha labor strife in Japan is not the problem it is in Europe. "While the Japanese sweated fo about 100 years studying the West," he said, the Japanese mar-ket had been very difficult for

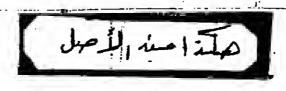
west, he said, the same that is ket had been very difficult for Westerners to penetrate. Unti-about 10 years ago, Japan had re-strictions making investments dif-figult for forsing ficult for foreigners.

Even today, he added, "the Jap-anese market is very difficult for-foreigners. Higher capital outlays are needed and it takes longer to get a return on investment than in Europe."

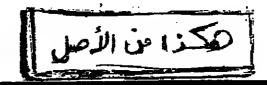
The Japanese, however, say the Europeans have not been vigorous or even interested enough to pursue the Japanese market.

Said the Japanese ambassador to the EEC, Mr. Takaaki: "We've been in Europe 30 years and it was difficult for us, too, when we came. Today there are over 30,000 Japa oese in the EEC. There are only 1.500 Europeans in Japan and most of them don't even speak the language. The Europeans only started to get interested in Japan-after the 1973 oil crisis."

He denied the accusation that the Japanese are chauvinistic in their purchasing habits. "On the contrary" he said, there is certain enough to sell to us. They make a car and hope it will sell. We noted only make it, but have o very high ly developed system of market research to determine custom tastes and needs."



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> 20 - Having, recently id itself from the bottom, ized and restructured Japotting a course for the fas time with the full knowl-

it it can negotiate for new-tom a position of strength-han one of competitive ne-

ipyards), the world's No. 1 ding country is once again profits. Late last autumn, first time in more than five or since the bottom fell the world tanker market ---all of Japan's major ship-s reported midterm profits.

more encouraging, howevthe news that local ship-ow have a sufficient backders to guarantee work for t two to three years. Adding industry's renewed optithe Shipbuilder's Associa-Japan recently predicted g at about 50 percent of 173 peak operating rate, will

a result of a. *irgence of export* ers, the world's 1 shipbuilding ntry is once again king profits. Local ds now are 🥂

king on a backlog

orders.

ence an annual growth of 7.6 it through 1985 — not bad industry which from 1973 th 1978 experienced a 90 perecline in orders.

## Cautionsly Optimistic

nile most major shipbuilders are officially cautiously opti-about what the next few

more than 80 percent of all export ship orders handled within the Or-ganization for Economic Coopera-tion and Development (OECD), with the 12-nation Association of Western European Shipbuilders (AWES) taking the remainder.

## Adding to Worries

rom a position of strengthi-han one of competitive ne-porders (which in 1980 ac-for approximately 75 per-all orders placed at Japa-pyards), the world's No. 1 portedly went to Japanese ship-yards during the same period. The Japanese Transport Ministry, concerned over mounting criticism from Europe, has argued that the gap is not so wide if local ship-builders base their calculations on a compensated gross registered tomage basis, as most of their European counterparts do.

The European industry - name-ly through AWES and the European Communities - is again, for the second time in five years, call-ing on Japan to cortail ship ex-ports and to "bear a fair share of responsibilities in the face of the prolonged shipbuilding shump in Europe.

This time around, however, the Japanese industry is unlikely to comply as easily with European demands as it did in 1977, when it raised its ship prices by 5 percent, curbed exports to the Netherlands and West Germany, and curtailed production ....

Officials from both government and industry have come out in defense of the industry's increased market share, pointing out, among other things, that a strong yen will make it more difficult for Japanese shipyards to win orders in the months ahead.

Further Concessions?

A high-ranking Transport Min-istry official recently stated that while Japan is sympathetic to the plight of European shipbuilders, it is milikely that the Japanese ship-building industry will be able to make further concessions on the matter.

The clear implication of the new loads by absorbing smaller yards which either had declared bank-"get tough" policy is that Europe-an shipbuilders should follow Ja-pan's example and make whatever ruptcy or were financially unstable. "The net effect of such arrangesacrifices are necessary to improve their business situation - which ments is an emerging new order for the Japanese shipbuilding intranslates into the reduction of both facilities and operations, if



over growing exports in a number of key industries — Japan can ex-pect slower economic growth in 1981 compared with last year. So stated Shuzo Muramoto, president of the Dai-Ichi Kangyo Bank, one of the nation's leading commercial banks, in a recent interview.

"We are not pessimistic," Mr. Muramoto said, "but rather can-tiously optimistic and envision slightly over 4 percent growth for the year." Among the reasons for his guarded optimism are an anticipated strong showing again in the capital equipment investment and export sectors, which in recent years have been two of the pillars of Japan's economic strength, coupled with the expectation that there will be no big increase in the price of oil in 1981. Mr. Muramoto, s member of the

U.S.-Japan Economic Relations Group (the so-called "wise men's group"), had praise for President Reagan's new economic course. "We admire Mr. Reagan's courage in cutting government expenses," he said. "We envy the U.S. to have such a courageous president."

## More Time Required

He believes, however, that more time is required to evaluate the overall Reagan program, in particular how the new administration will fare in its dealings with Congress which, according to the bank official, "will make his programs alistic or unrealistic."

The issue of reducing governtotal operations further and reduce the weight of their shipbuilding di-visions. In the case of MHI, for exment deficit spending is of particular importance to Japanese politi-cal and financial leaders as the naample, shipbuilding sales as a per-centage of total sales dropped from 37.3 percent in 1974 to 12.7 tional debt has now swelled to more than 66 trillion yen and is expected to increase further before While the pre-1973 major build-ers are finally feeling the positive effects of curtailing production, the big gainers of the reorganizaany reversal can be effected. In recent years the Japanese govern-ment has been either unwilling or unable to make the difficult choice between a major cut in govern-ment expenses, which would first be felt by such politically sensitive sectors as public education and the tion have been the largest of the former medium-sized builders firms such as Kurushima Dock-yard, Tsuneishi Shipbuilding and Imabari Shipbuilding — which already-thin social security, and a major tax increase, equally if not have expanded their net production capacity and assigned work more dangerous politically.

Most high-ranking officials of both government and industry have taken the view that some form of taxation will be necessary if Japan is to ensure stable economic growth and reduce the huge budgetary deficit without cutting dustry and the erosion of the domdeeply into welfare programs. Increasingly, it appears as though some sort of value added or genertional top seven firms," says Tait Ratcliffe, president of the Tokyoal consumption tax will eventually be implemented, although a time based IBI Inc., which has done a number of in-depth studies of the industry. Adds Mr. Ratcliffe: "The schedule is still not clear. On the prospects for tax reform, level of competitiveness has been Mr. Muramoto said: "If the ex-penses of our government continue to increase by 11 percent per an-num through 1984, the govern-ment will have an annual deficit of maintained by scrupulous attention to the development of new, la-bor-saving technologies and their prompt application to produc-tion." 6.8 trillion yen on its hands. That The Kurushima Dockyard Group, formed in 1980 as a direct is almost 10 percent of our general expenses, so some measure is nec-essary." One move would be to cut expenses, which, to date, he said, ontgrowth of the government's anti-recession measures, has been the single largest beneficiary of the our government has failed to do. That is why we admire Mr. Reagan The group, which includes Kurushima Dockyard, Sasebo and envy the American nation." Another option is to implement a Heavy Industries and three smaller builders, had moved up from rela-tive obscurity to the third spot in new tax. "That type of general consump-tion tax," he said, "if we translate it literally, has already failed to pass the Diet. So there must be some change in the way the idea is

relations during the next four years, the banking leader sees some problems ahead, which he hopes can be resolved through compromise or mutual agreement. According to Mr. Muramoto, the United States will most likely continue to call on Japan to make a greater contribution to its own national defense in addition to making "some contribution or compro-mise to defend U.S. industry."

On the defense issue, he said: "We don't think it is realistic for Japan [to assume a larger share of direct military-related expenses]. It will be difficult to convince the Japanese nation of the necessity. There is a line that the Japanese govenment will try to come to, and that is, to increase the defense budget more than the increase of the whole budget. Any greater investment would be quite difficult."

Although he expects exports to continue strong throughout 1981, he cautioned that friction with major trading partners - namely, the United States and the nations of Western Europe - might have a dampening effect on certain industries.

**Two Problem Areas** 

"That is one of the reasons why we cannot be too optimistic about the output of exports, especially in the anto industry," be said. Of the two major problem areas (growing auto and semiconductor exports), Mr. Muramoto said that they were basically the same, in that "almost all people in the world now recogmize Japan as the best country where these products can be produced.'

There are a number of points of difference, and that is one reason why be does not feel that the semiconductor issue will be as explosive, at least over the short run. Among the reasons he cited are that Japan is still importing a substantial quantity of semiconduc-tors from the United States and that the Japanese semiconductor industry has already developed production facilities in Europe and

cmployment. Concerning the recent cancellation by China of plant import contracts, Mr. Muramoto expressed surprise. While not speculating on

the overall effect the unilateral move by the Chinese might have

dent, in a clear case of understate- said that the yen should remain ment, said that it "will not strengthen" relations. "Still," he said, "the fact that China is our big neighbor will remain in the future." Mr. Muramoto, who is expected ture."

to be named president of the Banker's Association this spring, strong. Concerning the Deutsche mark, he said: "We think that the Deutsche mark is suffering now, but we are cautiously optimistic that it will stabilize in the near fu--R.H.S.

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BEAUTY - A young girl

in traditional garb strolls

during festival in Japan.

mant market share of the tradi-

percent in 1979.

have in store. Mitsubishi y Industries (MHI), the na-leading shipbuilder, which in 1979 (through March 1980) ted a profit of more than 22 1 yen, is forecasting even r growth

xording to Takatoshi Hashidirector of the firm's shipng and steel structures divi-MHI is now anticipating ailding demand to increase at s of 9 percent per annum gh 1985, with orders for new s expected to total 175 bil-en in fiscal 1981.

's largest shipbuilding nation s been a major source of con-and frustration for European uilders, who still find themin a serious simme. Through est nine months of 1980, Jap-

Caught off guard by the world's first oil crisis in the autumn of 1973, Japanese shipbuilders, (which had an annual output of 30 million gross tons, at that time 80 percent of which were tankers), felt the crunch perhaps more sever-

ly than any other nation. . Through joint government and industry planning, it was decided that if the industry were to survive, a major reorganization was neces-sary. Thus 61, shipbuilders were asked to curtail operations dasti-only. Toward the stid of the deccally. Toward the end of the dec-ade, builders formed an anti-recesrestructuring.

resurgence of the shipbuild-sion production cartel and at-adustry in Japan — which tempted to institute measures such the early 1960s has been the as a scrap-and-build program to stimulate new demand.

Major Consequence

A resource for resources

in a serious slamp. Through of the slump and subsequent re-traine months of 1980, Jap-shipyards reportedly won ers were forced to diversify their used and the slump and subsequent re-traine months of 1980, Jap-

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## INTERNATIONAL HERALD TRIBUNE, MARCH, 1981

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# Japanese Stocks: Investments By Foreigners Keeping Pace

PARIS — Foreign investment in Japanese stocks, which reached a record high last year, is expected to continue its growth in 1981, according to securities analysts.

After about four years as a net sellers' market for foreigners, reaching 144 billion yen in net foreign sales in 1979, net foreign pur-chases of Japanese stocks climbed to 835 billion yen last year, about 5 percent of Japan's total stock market transactions, say analysts at Nomura, one of Japan's securitles house

Although the percentage of for-eign investment is likely to remain unchanged, the amount of foreign purchases is expected to grow along with the market, they add.

## **Positive Factors**

Japan's favorable economic situation and outlook compared with

other industrialized countries, the change and trade control laws, its growing stock market and the in-terest of petrodollar investors are grow at more than 5 percent per terest of petrodollar investors are grow at more than 5 percent per all responsible for this increasing foreign activity.

Foreign purchases of Japanese stocks peaked last year in July. August and September because of the interest of Arab OPEC states, which accounted for about half of total foreign investment at that time, said an analyst at Nomura.

The bostage crisis in Iran and the freezing of Iranian assets by the United States, the Iran-Iraq War and the desire to diversify petrodollar investments away from the United States as well as the uncertain U.S. economic situation preceding the presidential election all contributed to Arab investment in Japan, he said.

managers themselves - in Lonthe Netherlands - soon followed, he said.

ment institutions with Japanese portfolios are in France and Brit-ain. "They have important Japanese sections and constantly send their people to Japan to study the market, U.S. money managers are not as acquainted with the Japanese market, although there are perhaps fewer restrictions in the United States for investment than

Growth potential and liberalized policies help attract

international interest. to the market.

probably increase this year, he pre-dicted, adding that the French presidential elections and continueconomic problems will probably mean an increase in French inment as well.

Arab investment in Japan will continue, said one Arab banking official in Paris, "because of Japan's open investment policy. which is uncritical of Arab invest-ment, and its economic outlook." Said a French securities analyst.

"the Japanese have adapted the year, inflation will fall below 5 percent, the balance of payments cur-rent deficit will probably decline by about a half and the yen will

continue to climb." Private Deman

According to Toshiaki Kamijo. executive director of the Nomura Research Institute in Tokyo, "economic recovery will be led by the strong momentum of antonomous private demand, i.e., consumption, stock-building and investment."

Corporate profits of top Japanese companies will continue their upward trend of the past three years, he said, because of "the improvement in the cost structure of Japanese companies, the increased contributions to earnings from

competitiveness of exports. "The selection of stocks should be based on the positive search for nies which are favorably placed to take advantage of new openings in technological innovation and advancement," said Mr. Kamijo.

#### Popular Firms

Among the products projected to grow the most rapidly in 1981, according to Nomura forecasts, are VTRs (video tape recorders) and VTR cameras and tapes, pa-per copiers, office computers, facsimile equipment, word processors,

diagnostic) systems, integrated cir-cuits, light-emitting diodes, optical and carbon fibers, seamless pipe and second-generation antibiotics. Securities analysts say high tech-

nology, life sciences and pharma-ceutical as well as high capital companies with a good financial status will continue to be the most attractive investments in Japan.

Among the Japanese companies most popular with foreign inves-tors have been Hitachi, Sony. Nip-pon Electric, Nippon Steel, Sumi-tomo Metal, TDK, Ajinomoto, Takeda Chemical and Fujitsu-Fanuc.

"The Japanese stock market is not an 'accidental' market, where investors go in and out only when they find something interesting it is becoming part of their regular portfolio," said an analyst at Nomura, which suggests a 15-20 percent proportion of yen in an internationally diversified portfolio.

The growth potential of the stock market in Japan is one of the reasons for foreign interest.

Actually, there are seven stock exchanges in Japan, although the Tokyo market, which accounts for about 85 percent of Japan's stock transactions, is by far the most important

According to Nonmra, the Japanese stock market is the second largest in the world, after New York. It has grown from 5 percent in 1970 to 14.9 percent in 1979 of the world's stock market capitalization and from 24.3 percent in 1970 to 31.6 percent in 1979 of the world's share turnover

## **Top Securifies Houses**

Nomura, along with Daiwa, Nikko and Yamaichi, are Japan's more important securities house accounting for about 50 percent of all stock market transactions.

Another reason for increasing foreign interest in Japanese stocks is Japan's liberalization of its investment policies.

Japan's restrictive policy concerning foreign investment dates from its post-World War If fear of foreign, particularly U.S., domina-tion of its economy. This policy has become increasingly liberalized in the past decade.

Although the law restricted in-vestment to 25 percent foreign ownership, prohibited convertibili-ty of ordinary yen deposits and required special conditions for foreign currency and free yea deposits, exceptions were made on demand

Last December, Japan amended



The Tokyo stock market.

its foreign exchange control law to permit convertibility of all yen de-posits, the opening of foreign cur-rency deposits without conditions mercly makes Japan's tion trend official. "Before, exceptions more than 25 percent f and up to 100 percent foreign investment were made on basis: now that won't vestment of a company's shares without consent from the compa-ny's management — except for those companies that are "vital to sary," said one stock bro-But one financial me that a restrictive policy the national security" and/or "smooth performance of the naused in the banking and field "because Japan wartrol foreign operations that shey not circumvent While some skeptics are con-cerned that clauses prohibiting formonetary and credit con in the fishing and pear fi eign investment in strategic areas "where occoopic 2 tors.

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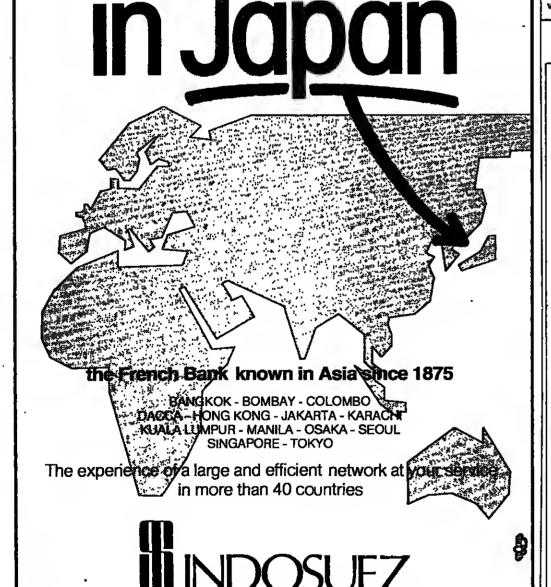
tional economy."

will be used to restrict investment. other analysis see no cause for alarm. They say the amended law

Investment by Arab money don, Switzerland and, to a more new products and services based limited extent, in the United on newly developed technology States, West Germany, France and and the sharpened international

U.K. and France He noted that the largest invest- fast-growing sectors and compa-

in Europe," he said. Because of the situation in Poland and the problems of the Deutsche mark and the West German economy, West German in-vestment in Japanese stocks will ultrasonie tomographic (X-ray-like



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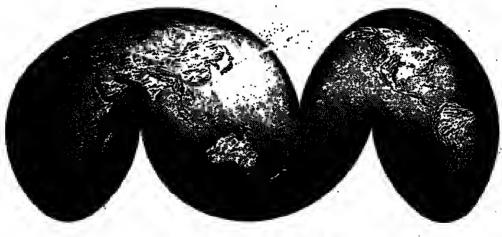
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)KYO — Japan's most serious problem — and the one that ast discussed — is overpopula-

te Japanese never really admit their country is overpopulat-The furthest they will go ird recognizing that a problem is is to say "our country is nar-"Indeed, it is the "narrowest" " most "overpopulated" -- of major industrialized countries. he problem is not so much that e are more than 115 million mese. That total, equal to the bined populations of West many and Italy, represents hi-more than half the number of

ericans. ather, the problem is that with .000 square kilometers, Japan

aly 20 percent larger than Italy 30 percent smaller than nce. With 70 percent of Japan's l area mountainous and a small sentage devoted to farmland, -thirds of Japan's urban popum resides and works in less 1 5 percent of the total land

A String of Cities

apan's vast, mountainous inte-, therefore, is populated, while coastal plains bear the weight a population density equaled y by the most industrialized urdistricts of Europe and the ited States, From Tokyo in the t to Osaka 400 miles to the Japan's largest industrial ridor - passing through the re-n flanking sacred Mouni Fuji s one long string of cities. to wonder a recent first-time tor called Japan "the biggest / in the world."

With the exception of the northmost island of Hokkaido, Jai's countryside is the most heav-scarred in the world. Although Japanese pride themselves on sect for "harmony with na-"," they have installed far more crete per square meter of their than any other country on

he Japanese countryside is an lless stream of shops and housareas, an amazing jumble of tories of every size, shape and iety. Even the once-lovely ins of the Toboku (northeast) I the tiny valleys of remote Shi-au Island are almost entirely inlated by cement factories, rochemical plants, gas stations 1 other creations of concrete. are is virtually no spot in Japan, st from Hokkaido, where one drive through the countryside hout seeing at least one buildPRIORITY -- Pedestrians get the priority at this busy intersection in Tokyo.

The population crunch is thus more severe than in any other na-tion. No stretch of countryside in overcrowded Belgium or The Netherlands can compare with the overdeveloped plains of Japan. Even the mountain districts are clogged with as many buildings as

human effort can provide. The Japanese have reacted admirably to a crush that would likely oppress any other nationality. It helps, of course, that most of their buildings are of a size which other people would find unacceptable; their tiny homes, restaurants, and office buildings feature doors that are one-half narrower than those almost anywhere else. Foreigners seeking residence in Japan find it difficult to adjust to traditional Japanese housing, unless they rel-ish hitting their heads on door-

ways, or enjoy tight spaces. But the Japanese seem to bear it all well, even as their children grow taller and taller, Squeezed into tiny chairs at the local raw fish bar or pressed into a railway car whose dimensions would squeeze most Europeans, the Japanese secem comfortably at home and unlikely to complain.

One evidence of their adjustment is the low level of crime in Japan. If, as the old saw has it, overcrowding leads both rats and human beings to murder, Japan is the exception to the rule. There were only a few violent murders in

the average family of four shares a makes it impossible for Japan to living space roughly as large as the achieve the high standard of living average European or American executive's office.

Farmland Disappearing

But the press of people is inevi-tably exacting its toll. While turn-ing their tiny islands into the world's second largest industrial power, they have eaten away at the little agricultural land that remained. Once, there was a certain logic in that move; automobiles provide a much higher level of "value added" for Japan than would the equivalent agricultural output But Japan has become enor-

mously dependent on imports of ming food; she is self-sufficient neither in production of soy beans, fish, nor meat. If Japan's population had been half its present level, or - more reasonably - one-third, the country could have enjoyed a relatively high level of industrial-ization while continuing to produce enough foodstuffs to prevent disaster in the event of cutoffs in

international trade. At the present level of popula-tion, in order to fuel its industrialization, Japan has become doubly dependent; she must import both vital raw materials for industrial production, and the food she eats, Thus, the high level of population prevents Japan from achieving true economic self-sufficiency.

# common in such countries as West Germany, Switzerland and the United States. For although gross

national product and per capita income figures now show Japan competing very well with those countries, they reveal nothing about the real "quality of life." Because of the population press, Ja-pan's land prices are the highest in the world; a bouse that would be ordinary in the suburbs of Brussels or Stuttgart sells for more than half a million dollars in Tokyo. And land for recreational facilities is so scarce that even the wealthiest people have to forgo such plea-sures as golf, tennis and swim-

All this might have been avoided if the earliest modernizers of Japan had had the wisdom to realize their Japanese manner. country's limitations. But they saw Japan playing a major role in the world, economically and militarily, and for that, it had to grow in population as rapidly as possible. Large families were the glory of the nation in the 19th century and during the Second World War.

Now, it is too late to repair the damage. Despite a rapidly declining birth rate, and evidence that many Japanese women are choos-ing to remain childless, Japan remains hopelessly overpopulated. Not even the promise of zero pop-ulation growth, if achieved within two decades or so, can reverse the

# Street Life Makes Tokyo a Fascinating City

group. Just as Japanese tourists

travel in groups when they go over-

seas - because they are afraid

they will be unable to communi-cate with the neighbors - foreign-

ers making their first trip to Tokyo

Especially if they visit the an-

The teeming masses

streets are ... clearly

row of ancient shops), the Tokyo

ordinary example of Japanese

Lively Street Life

ished, super-smooth Ginza; the el-

trained Shinjuku; the vulgar Ueno.

fostering an appreciation of anoth-

er culture and way of life -- rather

than presenting a parade of monu-ments — Tokyo is one of the best and most easily visited destina-tions. For l1 is impossible for any-

one but the most unperceptive visi-

If tourism, at its best, aims at

egant Akasaka; the rancous, unres-

that fill Tokyo's

among the best-

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in the world.

TOKYO - It has none of the grand avenues of Paris, none of the pincy woods of Rome, nor the ancient and picturesque winding streets of many European cities. But there are many seasoned world travelers who are convinced that Tokyo is one of the most fascinating, and most livable, of the world's great metropolises.

What Tokyo does have in abundance is street life: Tens of thousands of coffee shops, pachinko (pinhall) parlors pars restaurants caters and other gathering spots, from which the occupants overflow into a great variety of neighborhoods, both antique and mod-

can spend an enjoyable few days looking at the sights from a mod-ern bus, with an English-speaking Perhaps because Japanese houswhen they are not working over-time to earn their reputation as guide. cient Japanese capitals of Nara and Kyoto — absolute musts on a visit to Japan — tourists returning from Japan are unlikely to remem-"workabolics" — devote a great deal of passion and energy to en-joying themselves away from home. With insufficient space at ber details of their visit to Tokyo's bome to entertain guests - except few "tourist attractions": the Asa-kusa Kannon Temple (a Buddhist sanctuary flanked by an imposing the closest of relatives - parties and celebrations are almost always beld at neutral spots throughout the city.

While the teeming masses that fill Tokyo's streets are a shock for many visitors, they are clearly among the best-behaved in the world. Polite to the extreme (excepi in the immaculate subways, where they are known to push in the rush hour), the Japanese are among the world's most law-abiding citizens.

Thus, the visitor who finds himself in a large outdoor crowd at 2 o'clock in the morning or alone on a dark alley at 4 a.m. cannot have any rational expectation that he will be molested. Tower (an obvious imitation of the Eiffel Tower), the Meiji Shrine (an

For most visitors, Tokyo offers more complex and more unpre-Shinto architecture), or the Imperi-al Palace (which pales before Kyo-to's equivalents because it is im-possible to enter any of the builddictable perils: an extremely complex geography, and an almost un-fathomable (at first) language. Nominally one city, Tokyo is di-vided into 23 municipalities, and further subdivisions or districts,

ings.) and, finally, subdivided into blocks numbered in a uniquely What they will remember, how-ever, is the lively life of the con-trasting neighborhoods: the pol-

## Signs in English

Only a very tiny percentage of Tokyo's tens of thousands of streets have a "name" in the Western sense, and even those are often ignored by the residents. Thus, inding an address in the world's largest city can require a great ef-fort, even for the local resident, Since few first-time visitors to Tokyo come equipped with more than a rudimentary knowledge of the Japanese language, getting around by oneself can be even more difficult

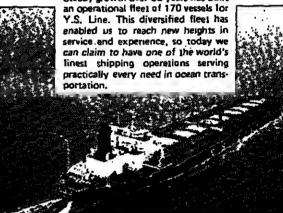
tor to return from Tokyo con-vinced of the old saw that "all big cities are alike." In its unique blend of energy and restrained de-cency, Tokyo is like no other city on earth. The large number of English

ing around that Tokyo is the most find, admittedly with some effort. numerous cheap holels and restauments project a misleading image of a truly cosmopolitan world cap-ital. In fact, only a tiny fraction of expensive city on any continent. Statistics compiled by the United Nations, the U.S. Department of Tokyoites are fluent in English State and other agencies seem to support the idea. Dinners at \$100 (the most widely spoken of foreign longues.) And many of those peo-ple are high-level bureaucrats who limit themselves to the back seat of and hotel rooms at \$150 are the norm, to hear many a traveler. a chauffeur-driven limousine. Thus, many a tourist never makes A chainfein-oniven hindusine. Yet seeing Tokyo for the first time, albeit superficially, in a few days — is not difficult. The secret is to do it the Japanese way — in a

mean adjusting to hotel rooms that are much smaller than equivalents in Europe or the United States, and to meals that are often strange the trip. Actually, many hotels do charge over \$100 a night, and many res-taurants are expensive. But if the to the tourist's palate. Going native will not only save the visitor a great deal of money, but fully immerse him in the city. tourist takes the time to learn a few words of Japanese, he can

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- Page 15S

rants throughout the city.

The trick is to seek out the

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places where the Japanese traveler

himself stays and cats. This will

in every direction.

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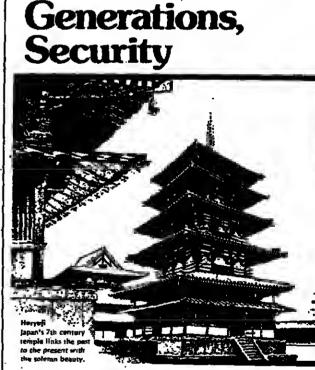
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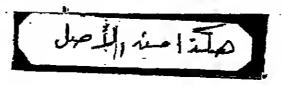
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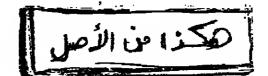


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# INTERNATIONAL -Herald-Tribune

Page 17 Monday, March 30, 1981

# udis Agree to Lend \$10 Billion to IMF

## By Hobart Rowen

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**Options** 

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> Washington Post Servic SHINGTON - The Interna-Monetary Fund has agreed ackage deal with Saudi Aralat vastly increases the Arab i's power and prestige within nding agency and at the same commits it to lend the IMF

minately \$10 billion over the wo years. ing tribute to the Saudis for prompt response to the needs IMF Managing Di-Jacques de Larosiere-said y that the deal recognized the tence of Saudi Arabia "in al world" and will enable the to continue lending to poor. ries without interruption. incidentally, Mr. de Larosiere

he IMF is pursuing an effort row at least \$1 billion from ger industrial nations and is leting negotiations with it and the United Arab ates for additional loans He ated that the new Saudi com-Sents will cover only about hirds of the extra money the will need over the next three

## Quota Increased

doubling the Saudis' quota eposits) in the fund from 1 special drawing rights to 2.1 SDR, the Sandis' voting is increased roughly to 31/2 a permanent seat in the IMF tive board. They now rank instead of 13th among the nations in the IMF. (The the IMF unit of account, is about \$1.22.)

a consequence of the en-Saudi quota, all other nawill share a fractional decline eir percentage relationships. United States, for example, irop from approximately 21 ut to 20.78 percent of the toiotas. But the IMF executive l vote on the package was mous, and Mr. de Larosiere that the United States had d an important part in the negotiation. "We found the attitude most constructive ooperative," Mr. de Larosiere

## Just in Time

deal with Saudi Arabia. n Mr. de Larosiere has been g to pin down for more than a comes at a time when the is fast running out of usable currencies to meet growing inds on its resources. Until

er notes that would be transferable to other public or private parties.

A complicating factor in per-suading the Saudis to lead additional funds to the IMF has been a running dispute over the Palestine Liberation Organization. For the past two years, the PLO has sought observer status at the joint annual IMF-World Bank meeting, but American opposition has kept the PLO ont Mr. de Larosiere said that the

PLO question had not entered into the negotiations, which were "strictly financial." But according to informed sources, the Saudis believe they will be able to argue the PLO case more effectively now that it is entitled to a permanent seat on the board by virtue of its paid-in quota.



Jacques de Larosiere

# **Reports of Polish Default Heighten Bankers' Anxiety**

## By Carl Gewirtz nal Herald Tribune

PARIS - "It's a fact, Poland is in a situation of default," a senior official at a major New York bank reported late Friday. "It's going to hit different banks at different times, but the process [of default] has behe remarked. gun

The banker did nnt want his name or that of his institution identified. But other bank-ers in New York named both Citicorp and Manufacturers Hanover Trust as holding loans on which Poland is currently in default

Details were not available on the size of the loans and on whether they involved syn-dicated credits, in which a group of banks participate, or were just credits extended by those institutions individually. It remains to be seen whether the banks declare the loans past due and let the matter rest there temporarily, or whether they declare an event of default and institute legal procedures.

The gist of the reports on default was con-firmed by a U.S. official monitoring the Pol-

ish debt situation, who said that Western governments were informed officially last week by Poland that it is effectively bankrupt. He said that Poland had warned Western governments late last year that it would exhaust its foreign exchange holdings by the end of the first quarter this year. "Fur nuce, their forecasters got it right,"

## Intensive Efforts

The default falls within a context of intensive international efforts to keep Poland afloat. An agreement to reschedule Poland's official debts is reportedly only weeks away. And a consortium of Western bankers will meet to discuss Poland's debt situation Tuesday while at the same a Polish mission is scheduled in arrive in Washington in seek further aid.

According in data supplied by Poland to Western creditors early this month, Western banks were owed \$12.7 billion as of last Dec. 31. Western governments and their ex-port credit agencies are owed an additional \$10.4 billion.

Indicative of how charged the atmosphere already, some New York bankers, while freely admitting that "it is a fact that Poland is in trouble," were questioning whether Po-land was doing everything it could to avoid default or "whether we are witnessing an attempt to put a monkey on someone else's back."

"I'm not altogether certain that this is not being choreographed," said the banker whn insisted on anonymity. "It could be a com-petitive manipulation of risk," be said. A continental banker echoed this view.

Given the reluctance of Western bankers in supply the \$1 billion "bridge financing" Poland requested to tide it over its payments due during the second quarter, "one would have presumed that they would have looked to the Russians for help. The Russians appear not to have come through. If they had the situation would not be as desperate as it Otherwise, certainly things would have relaxed quite noticeably and would not have become as tense as they are right now." Other analysts, however, reject this line of

reasoning. They note that during the first

three months of this year Poland repaid Western creditors \$1.79 billion at the same time that the country was running a substantial current-account deficit. That moncy, these experts say, was supplied by the Soviet Union.

"The Russians have been pumping in a lot of money," a prominent economist nnted. "The question, rather, is why did they cut it off?" He reasons that foot dragging by Western hanks on Polish pleas for emergen-cy bridge financing and on opening talks to reschedule the private debt has pushed the Poles and or the Russians to the conclusion that some kind of dramatic actioo was needed to get the banks moving.

#### Two Views

It was unted, for example, that the deci-sion to default on loans in U.S. banks had to be seen in light of this week's visit to Washington by Deputy Prime Minister Mieczyslaw Jagielski to seek U.S. economic aid. Nevertheless, it is a sign of the mistrust

**BUSINESS/FINANCE** 

that exists at this early stage of the negotia-(Continued on Page 18 Col. 6)

# Selling 767s: They Don't Kick the Tires

## ByEric Pace

New York Three Service NEW YORK — Compared with other salesmen's jobs, E.H. Boullioun's is dannt-ing: He specializes in selling an enormously expensive product — before it is produced. Unlike, say, a Cadillac salesman, he cannot invite a prospect into a showroom to look the goods over and kick the tres. Since 1972, Mr. Boullioun has been presi-

dent and, in practice, chief salesman for Boeing Commercial Airplanes. The selling job begins years before a new model is in the skies. These days, Mr. Boulliom's big forthcoming products are the 767, a 200-passenger, medium-range twinjet that will go into airline service in the summer of 1982; the 757, a 170-passenger short-to-medium-range twinjet that enters service in early 1983; and the 737-300, a 120-passenger re-engined ver-sion of the twinjet 737-200. The Dash 300, as it is known, enters service in early 1985.

Single orders can be worth astronomical sums. In one deal last year, Mr. Boullioun sold Delta Air Lines 60 757s worth \$3 bil-

Typically, Mr. Boullioun meets with a prospective customer after other Boeing people have been working toward the sale for months, making detailed presentations to the customer, "Sometimes it's too late," he said writy, and sometimes it is almost too late: Once when a sale to Trans World Airlines was pending, he got a phone call from its president, C.E. Meyer.

## Sweet Offers

"He was being too nice," Mr. Boullioun recalls. "I could tell we were about to lose the deal. I firmly believed he wanted Boeing, but we hadn't stepped up to what he required.

And so Boeing sweetened its offer, Mr. Boullioun hastened to Mr. Meyer's side, and the sale - of Boeing 767s rather than a comcting Airbus Industrie plane through. through. Partly by design, his appearance and man-ner are unassuming With his plain nose, ir-regular teeth and small merry cyes, the 62-year-old executive looks, as one aide put it, "like a very ordinary sort of guy, like he'd be at home anywhere." Mr. Boullioun said being natural is im-restant. "You're presenting something that's portant: "You're presenting something that's

tional Herald Tribune

PARIS --- Portugal, Greece and

Colombia are expected to shortly

award mandates to banks to orga-nize sizable syndicate Eurocurren-

cy loans, but all three borrowers,

have still not taken the final step.

Portugal, which will be seeking \$500 million, will have trouble get-

ting off the ground, bankers re-

port, because the amount is large

\$400 million, expects to award its mandate by Friday. Very likely, it

will seek to borrow at a cost of 34

point over Libor for the first five

years and a half-point over Libor

although long-runnored imminent.

not real," in the sense that the aircraft has not yet been produced, he said. "So if you're not real, how can you convince someo ie else that you can provide the product on time, and that it will work?" Yet at the same time, he projects a self-

'Ninety-nine percent of Boeing's success is in the relations it's established with the customers over the years — the feeling that we're not trying to

## take advantage of them."

ed - and is illustrated, he likes to say, in the way he got his nickname, "Tex," after get-ting "carried away one night after a couple of drinks" some years ago.

## **Confident Gambler**

He made a bet that the football team of the University of Texas (his alma mater) would win a game with the University of Oregon by 60 points. When game day arrived, Oregon scored the first six points - but then

Texas racked up 72. "That bet showed confidence, you've got to have it," Mr. Boullioun said. "The losing gamblers are the ones that are afraid rather than confident."

He came to Boeing at age 21, just out of Texas, and be rose through the ranks, be-coming involved in sales as his responsibilities grew.

said. "Maybe be's feeling threatened by what yon said, because he doesn't know the problem involved. But you want him to be your customer, so you certainly don't want him to feel threatened in any way whatsoever. Nine-ty-nine percent of Boeing's success is in the relations it's established with the customers over the years — the feeling that we're not trying to take advantage of them."

tions during negotiations has won Mr. Boullioun fans among the customers.

"He's one of the best negotiators in the He just continues the discussion. That attitude means that negotiations don't usually break down and agreements can be reached.

Sometimes, Mr. Boullioun said, negotiations are made longer because the customer keeps some small negofiation points up his sleeve until late in the game when, Mr. Boullioun said with a smile, "you have a tendency to give in to them."

And how does he tell from his customers' expressions when a sale is in the bag? "Quite often, when the last item is settled, they just smile," Mr. Boullioun said.

When that smile comes, it does not mean a bonus for Mr. Boullioun, who does not get paid extra for his sales successes. He declined to say bow much be is paid in salary and benefits, hut he is not among the five top Boeing earners whose 1979 salaries and benefits are reported in the company's most recent proxy statement, which was issued in April, 1980. That indicates that his salary and benefits for 1979, at least, were less than \$450,000, which is what the fifth-largest money-earner got that year.

Garuda Airlines, the Indonesian

air carrier, is looking for \$145 mil-

reportedly very fine margin of a

Eletrobras, Brazil's state elec-

tricity utility, has awarded the mandate for its \$300 million Euro-

loan to a group of seven interna-tional banks: Bank of America, Canadian Imperial Bank of Com-merce, National Bank of Canada, Chase Manhattan, Lihra Bank,

Arab Banking Corp. and Dresdner Bank. The margin on the eight-year credit will be set at the option

of lenders at either 21/2 point over

Libor nr two points over the higher of the U.S. prime rate or the 90-

day rate on certificates of deposit.

half-point over Libor throughout.

**Volatility of Short-Term Interest Rates Cuts Short Another Fledgling Recovery** 

EUROBONDS

the base from which most other

percent, where they believe it

Reflecting the belief that the

interest rates dropped sharply in late Friday trading in New York.

Six-month Treasury bills, for ex-

Long Maturity

Some European interest was

## By Carl Gewirtz

averaged \$419.8 billion, a 5.5 pernal Herald Tribune PARIS - Yet another fledgling recovery in the Eurobond market expired last week, the victim once again of the chronic volatility of short-term rates.

Short-term Eurodollars rose sharply, ending the week with bid rates ranging from 15 percent for one month to 15% percent for three months (calculated on an anditions nual basis), up from a range of 13% to 14% percent at the start of the week.

This upswing mirrored develop-ments in the New York market, market rates are scaled up from can safely be held between 13-towhere a combination of factors ranging from end-quarter book-15 keeping and tax-payment requirenow stands. ments to the heavy volume of new Fed will be under no pressure to push up rates, short- and long-term Treasury offerings pushed rates

But by the end of trading in New York last week, there were signs that the uptrend in rates may

be over, for now. Decreases in U.S. money supply figures reported late Friday, folample, fell to about 12,45 from 12.7 percent earlier in the day. In the Eurobond market, only owing two weeks of very sharp inone new dollar issue was ancreases, were interpreted as innounced last week -a \$60-million creasing the likelihood that the issue of 15-year debentures convertible into the common stock of Federal Reserve's policy setting Hospital Corp. of America. A coupon of 8%-9 percent is being in-Open Market Committee meeting on Tuesday will feel no pressure to tighten credit conditions. dicated.

The narrowest measure of the moncy supply, M-IA, which con-sists only of currency plus non-in-terest-bearing demand deposits at also indicated for a convertible commercial banks, fell \$2.1 billion being floated in the U.S. boud in the week ended last Wednesday. market for Hitachi of Japan. The \$100-million, 15-year bonds are ex-For the latest four weeks, MI-A pected to be sold with a coupon in averaged \$365 billion, a seasonally the area of 6% percent. Southern California Edison's adjusted rate of decline nf 22.8 percent from the previous 13

coupon of 14% percent for a yield of 14.95 percent. The issue, bowevcent rate of increase for the statistical quarter and well below the er, suffering from the long maturi-ty, ended the week trading at 96<sup>4</sup> bid, lifting the yield to 15.41 per-Fed's stated growth target for the year. In the previous two weeks, M1-B had grown \$5.5 billion, fueling fears that a further rise would force the Fed to tighten credit coa-The European Investment Bank's tap issue, whose initial por-New York analysts said that the Fed's target band for federal funds

## tion was priced a week ago at 94% to yield 13,9 percent, ended the week at 90% bid, lifting the yield to 14.8 percent.

of 10-year bonds at 99 with a

Overall, according in White Weld Securities, Enrobond prices fell by 14 points on short-dated bonds and up to 14 points on (Continued on Page 18 Col. 5)



# confidence that seems to be fairly deep-root-That anxiousness to forestall bad vibra-

aircraft manufacturing business," said Don-ald J. Lloyd-Jones, American Airlines' senior vice president for operations, who has dealt closely with him. "He never gives a firm no, even when be is in complete disagreement.

ced, the IMF could count on sle hard currencies of barely. lion SDRs, which meant that ank account would be exed at the present pace in little -ı year.

F loans have been booming cct the needs of its hard-ed members, fighting off the 's of rising oil prices and re-'m in the industrial world. In Optionfor example, total loans had only 2.2 billion SDRs, the alent of \$2.7 billion. Last that figure rose to 7.2 billion , or \$8.8 billion. In the first

nonths of 1980, the annual ug rate has been close to 17 1 SDRs, or more than \$20

• Sandis agreed to lend the • billion SDRs in each of the nd second years of the agree-and promised additional in a third year if their finantuation permits. Interest will id on a basis of market rates : five largest countries, with erage term of the loan to be

Unique Features

re are some unique features e loan arrangement, made sh the Saudi Arabian Mone-Agency. Notably, it contains tion for the Saudis to convert daims on the IMF into bear-

> FISHERIES DEVELOPMENT PROJECT IDB LOAN 390/OC-GY CONSTRUCTION OF TRAWLERS FOR THE HARVESTING OF SHRIMP AND FISH BY CATCH

PREQUALIFICATION NOTICE

yans Fisheries Limited, a company owned and operated by the Covernment Guyana and engaged in the business of abrimping and fishing, is in the systs of modernizing its fleet and processing facilities through a loss from the er-American Development Bank.

THE FISHS

: lisheries, development project (IDB Loan 390/OC-GY): Consists of the

The purchase of up to 20 new shrimp, with fish by-catch trawlers.
 The purchase of up to 20 new shrimp trawlers for use as demensal fishing
 The adaptation of 10 old shrimp trawlers for use as demensal fishing

- Improvements to the processing plant of Cuyana fisheries limited.

e services of internationally recognized ship-building companies will be juined for the construction of up to twenty (20) vessels. The travers will be 70 leet overall length, steel hulled and designed to operate off the coast of vans. South America. The boats design will include capability for the storage both shrimp and fish by-catch.

mpanies wishing to be prequalified may request a copy of the prequalification stionmire from:

The Manager Internal Consultancy Unit Guyana State Corporation 166 Waterloo Street, Georgetown, Guyana, P.O. Box 1020. Cable address: GUYSTAC. Telex N<sup>o</sup>: 2276 GY - Telephone N<sup>o</sup>: 69099, 67733

equalification questionnaires must be submitted to this address by May 15,

itation for prequalified companies to tender will be sent out on June 30.

e propert is funded by IDB through its ordinary capital resources therefore, unission will only be considered from companies of member countries of the S so qualified

In sales negotiations, be said, it is vital to be alert, to forestall misunderstandings, particularly in dealing with foreigners. And so when be makes a long eastbound trip to see a customer, he tries to ease his jet lag by get-ting some sleep before he begins his meet-

ings. "If the person you're dealing with gets emotional, logic is not going to prevail; you're not going to get your point across," he

Portugal, Greece, Colombia Set to Award Mandates

Mr. Boullioun byes on Mercer Island, a suburb of Scattle, with his wife, the former Jane Hoefer. For relaxation be enjoys competing at tennis and golf, and be reads a lot, mostly best-sellers ranging from spy novels to books on economics. He has three grown children: a daughter Susan, and two sons, Thomas and Jeffrey, who are both in sales: Thomas with an oil company and Jeffrey

with Bocing.

of % point over Libor or a split 4-% point. the purchase of two Boeing 747s at

weeks ago (attributed mostly to \$50 million six-year notes were the shift of funds into interest- priced at 98½ with a coupon of 14 bearing NOW checking accounts). The money supply as measured

percent to yield 14.39 percent but slipped to 971/2 in the aftermarket. by M1-B, comprising currency and checking account deposits, fell \$1.5 billion. This measure has call de Belgique, sold \$50 million standard

Raoul de Gendre, Dir. sstraase 65, CH-8032 Zunc 01/2518231elex 53449 grand ch

## **Shearson Loeb Rhoades International** Limited

We are pleased to announce that, from today, our new address is as follows:-

> 16 Moorfields Highwalk, London EC2Y 9DH

Telephone: 01-638 4601

Telex: 886643

, I

Ģī

These Bonds having been sold, this announcement appears as a matter of record only



## THE FURUKAWA ELECTRIC CO., LTD.

(Furukawa Danki Kogyo Kabushiki Kaisha) (inenroprated with timaed tiability under the Commercial Code of Japan)

## £15,000,000

8 per cent. Convertible Bonds 1996

## Kleinwort, Benson Limited

Yamaichi International (Europe) Limited

Dai-Ichi Kangyo International Limited

**County Bank Limited** 

Kuwait International Investment Co. s.a.k.

Bayerische Vereinsbank Aktiengesellschaft

years. The lvory Coast has mandated Chase Manhattan to organize an eight-year loan of np to \$250 mileign-year deat by itself rather than appointing a bank or a group of banks to do it. The \$200 million portion that will be backed by the promissory notes it holds in its lion including a portion denomi-nated in special drawing rights, the own portfolio from major commercial banks around the world re-portedly will be offered with a

first for a developing country. The dollar portion is for up to \$150 million at a margin of 1% point over Libor for the first three years and 11/2 points thereafter. The SDR facility is for the equiva-lent of up to \$100 million at a mar-gin of 1½ points over the six month SDR deposit rates offered margin of % point over Libor. The remaining \$200 million pure Korean risk will be marketed with

a margin of 34 point over Libor, which bankers argue is much too in the London interbank market.

tight. Recent South Korean loans

have come to market with margins

One of the few new operations to be actually launched last week

was for Morocco, which is seeking

\$300 million for eight years. It will pay 14 points over Libor for the first six years and 14 points over Libor for the final two years.

Morocco last paid on an eight-year

loan a split rate of 1 point for five years and 1% for for the final three

**CURRENCY RATES** Interbank exchange rates for March 27, 1981, excluding bank service charges DJK. 35,11 5,2255 31,27 14,5425 159,00 N.A. 75,00 N.A. D.M. 110.76 \* 16.3955 470.80 0.4712 226.92 \* N.A. \* 2.5418 FJF. It.L. 47.09 0.223 4.9588 1.2985 -42.37 2.002 x 11.1302 2.363.50 S.F. 121.74 -8,F. 6754 5 £ 2.3485 5.276 35.035 77.945 2.1342 4.372 2.2246 ----1.859.55 2.371.50 ---- 2.2762 5.918 11.296 N.A. N.A. 1.1939 0.5347 Amsterioun Brussels (a) Frankfurt London (b) Atlan New York Parts Zorich ECU 211,90 1,20 1,20 N.A. ' 212.74 = N.A. = 2.814 1.267.61 7.964 **Dollar** values Corrency Per U.S.S Australion 5 0.26/7 Beiglas Bo, fraze 25/9 Sousi Riyat 13505 Schilling 1507 Slogapore 5 20972 S.Korean was 674.30 Contrancy U.S.S P8P U.5.5 s Carrency Equity Phil. peso 1.227 Phil. peso 1.227 S.D.R. 1.1112 Israel: sketol 3.457 Kiywalti dinar 0.069 Majay riaogil 0.1845 Norw, iraana 0.1845 Peseto Currency Esetv 11405 0.0279 0.2965 0.9664 9.4782 0.0015 Equity. Constant U.S.S 0.1988 House Kong 5 52945 1.7085 Intsh £ 0.5853 0.6422 Consulton \$ 1.973 0.6422 Consulton \$ 1.973 0.1455 Danisk krose 6.4725 0.0176 Escado 57.975 0.245 Fits.metrik 4.082 0.0076 Yao 21205 0.33 7.795 0.8177 8.995 0.2743 2.207 5.72 86,20

13505 1507 20972 67430 4.6325 8.2157 8.2723 Swedish krona U.A.E. dirkom 3,6735 212.05 Fing: 1.25 Irba L

(g) Commercial franc. (b) Amounts needed to buy one pound. (\*) Units of 100. (x) Units of 1,000.

RAMADA Geneva The hotel for executives Thy contervet (022) 31 50.41 - total 02.91.09 220 very spacious rooms

to try to market its \$400-million, eight-year deal by itself rather than

for the final five years. This is like-ly to be a "club" deal, with 10 or so banks underwriting the entire

amount with no illusions about

million for eight years and is seek-ing a split rate of  $\frac{1}{2}$ -  $\frac{1}{2}$  point over Libor.

South Korea's Export-Import Bank is reported to have decided

Colombia is looking for \$200

being able to broadly syndicate it.

and the conditions it is insisting upon -- borrowing costs to start all LOANS a slim is point over the London interbank offered rate - will fail to attract wide support in the mar-

# SYNDICATED Greece, which wants to raise

Page 18

INTERNATIONAL HERALD TRIBUNE, MONDAY, MARCH 30, 1981 News of Polish Default Com

## Ford, Strong Overseas, Seeks Import Curbs "If we assume that sales will im-

By John Holusha New York Times Service

DETROIT - Ford Mnior Co., which has long overshadowed us archrival, General Motors, with the success of its international operations, has been, almost paradoxically, a leader in Detroit's recent lobbying for restrictions on Japanese auto imports.

And its efforts come as company officials are deciding whether to shift more of their own production and assembly overseas to seek cost advantages.

As recently as September, 1977, Ford's former chairman, Henry Ford 2d, confidently declared, "We will push them back to the shores," when asked about imports. But lately, Ford officials

The reason for the company's demand for protection, which could invite restrictions on its own overseas shipments is, according to industry analysts, that it is especially vulnerable to imports. While General Motors was rush-

ing development of its front-wheeldrive "X" cars and Chrysler its "K" cars, Ford was emphasizing its larger, more profitable models. As a result, when public tastes abruptly switched to advanced-design, fuel-efficient cars, when Ira-nian oil was cut off in 1979, Ford was left largely with old-fashioned cars. "Ford has a two-year hole in its product lineup," said Harvey Heinbach, an automobile analyst

have been pressing for a halving of with Merrill Lynch. He said the imports for the next five years. rear-wheel-drive Ford Fairmont-Mercury Zephyr series of cars, which compete with the "X" and "K" cars in the lucrative midsize market, were not due for replacement until well into the 1983 model year.

Because of its product problems, Ford has lost a disproportionate share of the market to imports, most of them Japanese. While GM was holding on to 46 percent, Ford's share last year dropped to 16.5 percent from its customary 22 to 23 percent.

As the company's annual report. issued Friday, amply illustrates, slumping sales quickly resulted in financial losses. According to the report, Ford had a worldwide pretax loss of \$2.27 hillion. Credits for taxes paid in the past reduced the loss to \$1.5 billion, still the sec-

ond largest in American corporate history after Chrysler's \$1.7 billion loss for 1980. In North America alone, the af-

ter-tax loss amounted to \$2.1 billion. In recent interviews pub-lished in the Detroit newspapers, Ford's president, Donald E. Petersen, said the company was perma-oently shrunken in North America and would probably not regain more than 20 percent of the mar-

In addition federal financial aid to Chrysler, coupled with the wage

strength to weather the current slump, and Chrysler, the benefici-ary of federal assistance." The De-

Nevertheless, virtually oo one coosiders Ford . "another

which it can draw, if necessary.

troit News said.

intering the market.

These documents were available from selected embassies of Bangladesh in Bonn, Brussels, London, Ottawa, Paris, Rome, Singapore, Tokyo and Wash-ington D.C. concessions granted it by the Unit-ed Aummobile Workers union, has increased the pressure on Ford. "Ford is caught in a squeeze be-tween GM, which has the financial

## MATERIAL ENQUIRY FOR STEEL LINE PIPE

BAKHRABAD GAS SYSTEMS LIMITED

(AN ENTERPRISE OF PETROBANGLA)

INVITATION FOR PRE-QUALIFICATION OF

BAKHRABAD-CHITTAGONG GAS PIPE LINE

CONSTRUCTION CONTRACT

CLOSING DATE EXTENSION

This is to notify potential bidders that the closing date for the pre-qualification of Bakhrabad-Chittagong Gas Pipe Line Construction contract, issued on February 5, 1981, has been extended to April 6, 1981.

This is to notify potential biddens that with respect to the enquiry for Steel Line Pipe, issued on February 19, 1981 in Dacca, Bangladesh, that the closing date for submittals of tenders has been extended in April 9, 1981.

BAKHRABAD GAS SYSTEMS LIMITED Hend Office, P.O. Box 97 Comilia, Bangladesh. Telex: PETRODAC 725-DACCA.

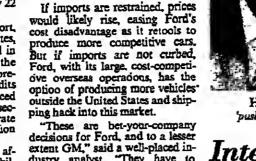
LIASON OFFICE

**Bank Brussel Lambert NV** 

March, 198

NEW ISSUE

House Nº 339 B. Road 28 old, 15 new, Dhann Daces 5, Bangiadesh.



prove by 1982, as most people ex-pect, Ford should be OK." Mr. Heinhach said. "If they don't see the light by then, I'll be con-

But even if the overall market

improves, Ford, along with the rest of the domestic industry, must

cope with a cost disadvantage esti-

mated by former Transportation

Secretary Neil E. Goldschmidt at

\$1,000 to \$1,500 a car compared

with the Japanese.

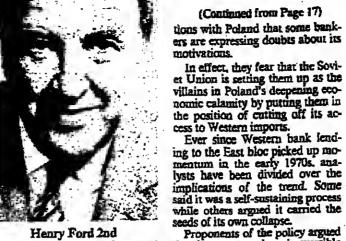
cerned.

dustry analyst. They have to make tooling decisions for the '83 and '84 models within the cent few months, and they'll have to bve with the results for years."

In his published interview, Mr. Petersen stated Ford's positioo starkly. Unless imports are cut, he said. "I think it should be pretty apparent that there will tend to be ogressively more decisions to out-source composents, to out-source whole automobiles if neces-

sary." Mr. Petersen added, "We cannot continue to spend billions on programs that make no money," an apparent reference to the compa-ny's Ford Escort-Mercury Lynx tine, which has been a sales success, but which company afficials say has yet to earn a profit.

Chrysler." Most analysts point out that the company has \$3 billion to Ford's major plants in Britain, West Germany, Spain and South America earned a profit of \$475 \$4 billion in financial reserves nn million last year, despite a sales But they, and the company, agree that the only real solution is to sell slump in Europe. Analysts say that Ford's operacions are cost-competitive in the partially sheltered Enmore cars, a task that would be ropean and Latin American margreatly eased if fewer imports were kets.



'push them back to the shores'

# Proponents of the policy argued that it represented an irreversible Interest-Rate Volatility **Cuts Short Another Rally**

(Continued from Page 17)

 The first issue denominated loog-term issues. It said the average yield to maturity on seasoned issues with up to five years to run increased to 14.04 percent at week's end from 13.7 percent a week earlier and to 13.67 from 13.47 percent oo bonds with up to 15 years to num.

From Tokyo, Renters reported that Caterpillar Mitsubishi, a joint U.S.-Japan tractor venture, plans to place privately a S15 millioo yen-linked straight bood this month in the Mideast market. Reuters reported that the 715-year to see who is trading at what prices and should therefore inhibit unissue is expected to be priced at par bearing a coupon of 8% per-cent. The bond is the linked to derwriters from any temptation to dump the issue. the yen, whose exchange rate to the dollar will be fixed at the issue

time for repayment. Two Japaoese companies, Ajinomoto and Marubeni are romarket through the issuance of moo shares and Marubeni \$25 miltion worth. The Marubeni EDRs are expected to be offered at about vailing Tokyo price, bankers re-

In the other market sectors: Currently oo offer is a £25 mil-

Hiram Walker group.

process of growing interdepen-dence, which was backed up by the huge mineral resources of the Soviet Union. In an emergency, it was believed. Moscow would bail out

As Aid Talks Prepare to Ope

In effect, they fear that the Soviany ally who got overtatended. Others said the lending had a liberalizing impact on Eastern Eu-rope that was beyond the control of the Soviet Union. They predicted collapse on the day when Western banks, presenting the ugly face of capitalism, would be forced to Ever since Western bank lenddemand repayment from overextended debtors. The banks, then, would drive Eastern Europe back

lightly in declaring a c part because there are fe into the protecting embrace of the nonal assets of Poland's Soviet Union. The suspicion that this is what is easily be attached, and i happening is by no means univer-saily shared by bankers. "I fail to see the logic of how Poland's ac-tions fits this scenario," said ancause an agreement am ern governments on repieted as early at the enother New York banker who admitted to having heard the same suspicions about a "choreographed the banks would have he to reschedule their deby

that were no better than This talk emerged last week as U.S. bankers met in New York to cepted by the governmer The bankers' delay i their own parallel ne means a painful delay f discuss their approach to Poland's request to meet anyw in London on Tuesday. That meeting - now before it can begin to be apparently academic in its main mission --- was scheduled as a folthe official settlement. Changing Conditi-

about \$830 million due

first three months of

They are owed a total o

tion during all of 1981 -German banks at the top

(\$678 million). followe

American (5575 million

(\$378 million), British

lion), Austrian (\$203 mil

ian (\$195 million), Bely

million), Dutch (\$129

Swiss (\$107 million), (\$95 million) and Cana

The banks are experi

The official debt,

sources report, would

- to be renewed on con

(notifica)

low-up to Poland's month-old request for an immediate \$1 billion loan to tide it over its cash crisis. cheduled for relatively The U.S. banks have appointed 11 institutions to represent them in the talks (basically the 10 largest ods --- nine months or th the Soviet Union has no banks minus Continental Illinois Poland and that the P and Security Pacific but including Irving Trust and Marine Midland plus First Wisconsin representing progress in improving rent-account position. Th es report that European the smaller, regional banks). Bank on a specific wording an invasion has been dra America and Citicorp were oſ named to head the team. it is reported that the :

## Attendance Uncertain

Solidarity is a absolute for continuing the resche What remains unclear But the West German and French banking communities were either unwilling or unable to ap-point representatives to this "task the debt is rescheduled, : supply the "new" monforce," and they were unable to say which or how many banks will need to maintain th ports needed from the would show up for the meeting. The French banks were arguing recent study by Prof Portes written for the R. that they were unwilling to considtute of International A: mated that Poland would er making further unguaranteed additional \$12-to-\$15 loans, and the West Germans were insisting that negotiations be con-ducted by the Poles with each uanew finance over 1981-t to avoid any further bot tional group of lenders rather than on a global basis. duced declines in ontpu ports and to permit the ment of a tolerable int : At this point, the banks are ner-

vously looking over their shoulders external equilibrium." to make sure that no bank or To hear the bankers group of banks succeeds in reducamount will not be cor its outstanding leading to Pothem. And the word fro land at the expense of the other conscious Weshington i money will have to ca non-guaranteed creditors. In fact, Poland has repaid banks Western Europe.

## **Rescue Plan for Thrifts Prop**

nership with some inve WASHINGTON - The Federal Home Loan Bank Board will contribuning old montgage low-interest rates. The sider allowing savings and loan as-sociations to sell their old low-interest mortgages through a com-plex transaction providing tax shelters for investors, John H. Daiton, outgoing chairman of the bank's board, said Friday.

would put up cash. The ', would be sold by the t at a loss, with the inves the loss as a deductio taxes. The savings and k not suffer any losses. They the partnership

The proposal by Mr. Dalton, a Democrat, came as a surprise to

its cash - the money c ' by the investors and th

announced over the weekend that Drexel Burnham Lambert has acwas forced to increase the coupoo quired for cash the entire share it offered on its £12 millioo of sevcapital of Ross & Parmers (Securien-year notes to 141/2 percent from ties). As a wholly owned subsidi-ary of the Drexel Burnham Lamthe initially indicated 14% percent. The cotes were sold at a premium of 10014, reducing the yield to 14.44 percent. To arrive at the bert group, Ross & Pariners, whose aggressive trading strategy is a steady source of controversy same yield while holding the within the dealing community, will coupon unchanged, the bank contine its trading under its own would have been obliged to sell them at a discount of 994. name. Stanley Ross continues as chief executive officer and Roger

International institu-

 rgy and whiskey operations of the liram Walker group.
 tions
 13.82 %

 In the French franc sector, Industrials, medium term
 13.58 %

planning to sell shares oo the Eu-European depositary receipts. Ajinomoto is expected to sell about \$10 millioo worth of coma 5 percent discount from the pre-

ported Privatbanken, legally unable to issue capital notes at a discount,

lion, five-year note for Hiram Walker Holdings bearing an indi-

cated coupon of 14 percent. The notes will be guaranteed by Walk-er Home Oil, a Canadian bolding company that accounts for the energy and whiskey operations of the

Eurobond Yields\*

Week Ended March 25

· In the Deutsche mark sector, prices declined in the wake of ris-ing fears of a Soviet intervention in Poland. In the domestic market, the federal government announced plans to issue 1.5 billion DM of eight-year paper bearing a coupon of 10 percent. An issue price of 101% will cut the yield to 9.77 per-

The Asian Development Bank sold its 100 million DM of 10-year bonds bearing a coupon of 10 per-cent at a premium of 100%, cutting the yield to 9.92 percent. The bonds opened trading at 10014. In related news, Ross & Partners

Jospe of Drexel Burnham becomes chairman

LOID.

in oew Enropean currency units (ECUs) was issued for Softe, the Luxembourg holding company of the Italian state-owned telecommuniations company STET. The six-year issue of 25 million ECUs was sold at par bearing an annual coupon of 13 percent. To keep a tight grip on the aftermarket performance of this issue, lead manager Kredietbank will serve as clearing house for all trad-ing until June. This will permit it

defauit."

(Continued from Page 17)

million francs of five-year paper

iss Bank Corporation International Ltd

Westdeutsche Landesbank Girozentrale

This announcement appears as a matter of record only.

Bank der Bondsspaarbanken N.V.

Amsterdam

Dfls 75,000,000 111/4% Bonds 1981 due 1982/1991

Bank der Bondsspaarbanken N.V.

Caisse des Dépôts et Consignations

These securities having been sold, this announcement appears as a matter of record only.

**MARCH**, 1981



# Ito-Yokado Co., Ltd.

Aggregate face amount on issue: U.S.\$25,000,000

67/8 per cent. Currency Linked/U.S. Dollar **Payable Convertible Bonds Due 1991** 

Issue Price U.S.\$1,000 per Bond

Kuwait Investment Company (S.A.K.)

حكذا من الاجل

Nomura Europe N.V.

**Goldman Sachs International Corp.** Kuwait Foreign Trading Contracting & Investment Co. (S.A.K.) National Bank of Abu Dhabi

creased the size of its five-year issue to 250 million francs from the initially indicated 200 million Unit of acc. long term francs and cut the coupoo to 14% from the indicated 14% percent. Market Turnovi The notes ended the week at 98% Week Ended March 27 after having been priced at par on Monday. Total State-owned Air France is cur-2,107.0 1,516.8 Cedel rently in the market, offering 200 Eurocl

13.66 % which could lose considerable amounts of tax revenue if the sug-14.45 % gestion becomes a reality. The m-coming Republican chairman, 10.61 % Richard Pratt, has not comm on Mr. Dalton's idea. The proposal Mr. Dahon dis-cussed in a speech in Boston Friday would work this way: 590.2 4,746.4 4,161.9 584.5 An S and L would form a part-

-for new activities. It new mortgages at curre rates, acting ust like an bank or other leader. A would be split between t and loan and the invest in the partnership. The proposal would pproval from the Hr Bank Board.

This advartisement is neither an offer to sell nor a solicitation of an offer to huy these securities hut appears as a matter of record only.

13.82 %



1,500,000 Shares

## American Medical International. Inc.

**Common Stock** (\$1.00 par value)

Dean Witter Reynolds Inc.

Goldman, Sachs & Co.

Bache Halsey Stuart Shields Blyth Eastman Paine Webber Incorporate Drexel Burnham Lambert Incorporated Lazard Frères & Co.

L. F. Rothschild, Unterberg, Towbin

Smith Barney, Harris Upham & Co.

**EuroPartners Securities Corporation** 

ABD Securities Corporation.

E. F. Hutton & Company Inc.

The First Boston Corporation Dillon, Read & Co. Inc.

Salomon Brothers

**Atlantic Capital** 

Bear, Stearns & Donaldson, Lufkin & Jenre . Securities Corporation Kidder, Peabody & Lehman Brothers Kuhn L Incorporated Merrill Lynch White Weld Capital Markets Group Moseley, Hallgarten, Estabrook & Weeden). Shearson Loeb Rhoades 1 Wertheim & Co., 1 **Basle Securities Corporat** Robert Flem

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Warburg Paribas Becker

A. G. Becker

New Court Securities Corporat

March 30, 1981

Kleinwort, Benson

Incorporate

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1.41.6	AP-weeky, over the Contern the high low, and fast bid prices of the high benef change from the prior- at bid prices. All qualities app- National Association of Securities:	Joles hi Net High Low Lost Coles Guangin 772 John Tris Toka Sermin Jas 200 B124 946 396-316 Burnunds Jil E22 Lina 1296 729-316 Burnunds Jil E22 Lina 1296 729-316 Burnunds Jil E22 Lina 1296 729-316	Solies in         Net           100x High Low Lost Chipe         Durham 2           Durham 2         201 3016 30           Durham 3         201 3016 31           Durham 3         201 2016 31           Derring 36         201 2016 31           Derring 36         201 2016 31	ver-the-(	Counter	Soles In Net 1805 High Low Lost Ch'se 1809 High Low Lost Ch'se 1809 High I'w 112- Yo Sthuld Ben 557 115 1. 1 - 10 Sthuld Ben 557 115 1. 1	Sales In         Nel           Y00s High Low Lost Chape         100s High Low Lost Chape           21 101-2 100-2 100	
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td=""><td>Fellow 36         36         1649         15         1694+114         Kallvös rit.10           Reflin 5         151         1774         12         1774         12           Reflin 5         151         1774         12         1774         12           Reflin 5         151         1774         12         1774         12           Reflin 5         151         774         12         14         14           Reflin 7         20         2574         16         45         45           Reflin 7         20         2574         16         45         45         45           Reflin 7         161         774         12         144         14         Kamility           Reflin 7         160         2774         12         144         4         Kamility           Reflin 12         12         1774         12         144         4         Kamility           Reflin 15         12         174         12         144         14         144           Reflin 13         146         12         144     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      770         774-         16         Report as           978         716         772         274         274         274         274         1742           978         716         776         774-         16         Report ba         Report ba         774         10</td><td>13         13         14         13         14         13           12         13         13         14         14         13           12         13         14         14         15         15           12         13         15         15         15         15           12         13         15         15         15         15           16         13         15         15         15         15           176         23         24         14         17         17           176         24         54         16         17         17           176         24         24         14         17         17         17           176         24         54         54         17         18         17         18         17         18</td><td>145         74a         74a         75a           <th 75a<="" td="" th<=""></th></td></td<>	Fellow 36         36         1649         15         1694+114         Kallvös rit.10           Reflin 5         151         1774         12         1774         12           Reflin 5         151         1774         12         1774         12           Reflin 5         151         1774         12         1774         12           Reflin 5         151         774         12         14         14           Reflin 7         20         2574         16         45         45           Reflin 7         20         2574         16         45         45         45           Reflin 7         161         774         12         144         14         Kamility           Reflin 7         160         2774         12         144         4         Kamility           Reflin 12         12         1774         12         144         4         Kamility           Reflin 15         12         174        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学生で、A ( それ: 1994、A)	100 64 64 54 227 24 24 24 24 24	ClowCo         554         TW         6%         1%+1%         F           CabRaces         307         1%         6%         6%+1%         F           CabRaces         307         1%         6%         6%+1%         F           CabRaces         307         1%         4%         2%         6%+1%         F           CabRaces         307         1%         2%         3%+4         %         F           CacRAMic Job         175         3%         2%         3%+4         %         F           Cadencil         520         1%         1%         7%         7%+1%         F           Cadencil         320         1%         1%         7%         7%+1%         F	PLATENTLAD 107 144 14 140+ 14 Kulicke slé PKVMR 212 175 4034 40 4074+1 LDBCo PKVMR 212 175 4034 40 4074+1 LDBCo		TP         372         13         11%         12%         W         Rivorsebit 2.000           terr         4265         13%         16%         17%+1%         Rivorsebit 2.000           terr         4265         13%         16%         17%+1%         Rivorsebit 2.000           terr         4265         13%         16%         17%+1%         Rivorsebit 2.000           se .80         907         25%         25%         4%         Robit 2.000           ge 82.44         16.3         25%         25%         4%         Robit 1.20           Mi 1.48         75         27%         27         27%+1%         Robit 1.00           Mi 1.48         75         27%         27         27%+1%         Robit 1.00           ms 2.04         1400         25%         4%         -1%         Robit 1.00           ms 2.04         1400         27%         27%+1%         Rocktor           ms 2.04         1400         27%         11         11%         Rocktor           ms 2.04         30         12%         11         11%         Rocktor           Pit         75         5%         4%         7%         7%         7%	1300 444 447 414 +14a 37 40 434 447 +14a 225 174 134 454 447 + 40 137 40 434 447 + 40 137 40 4174 +14 137 40 139 124 139 -1 138 139 14a 138 +114 2169 3 27-12 215-12 +12 136 14a 153 14a 2169 3 27-12 215-12 +12 136 14a 153 14a 136 14a 14a 14a 14a 14a 136 14a	1044         7m         7	
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16% p         10% p         1         TokipC 12% p           1197         7% p         16% p         15% p         1         ToheGO           465         15% p         15% p         15% p         1         ToheGO           1197         7% p         15% p         15% p         1         ToheGO</td><td>60         114         1274         1312         1100         1127           40         153         1474         144-         14         6-10         1112         1100         1127           40         153         1475         144-         14         6-23         1108         1240         1342           600         1149         1274         1340-         1243         6-23         1108         1240         1351           600         1149         1274         1344         140         7-2         1108         1240         1351           607         1744         1534         1453         7-2         1108         1240         1351           607         1744         1534         1454         7-9         1127         1348         1255         1324           601         1504         1504         7-9         1255         1324         1344           256         1574         1574         1574         1574         1257         1324           264         1504         1574         1574         1574         1574         1574           265         1574         1574         1574         1574</td></t<></td></td<>	156 131/2 131/2 131/2 Oktoo 122 2014 231/4 271/4 + 294 Oktoo	Chi Dia         Chi Dia <t< td=""><td>1283         5-16         5-16         TimeShin n           977         1134         9%         10% p         TimeShin n           260         227         10% p         10% p         TimeFibr           260         234         22% p         24% p         11% p           120         5% p         28         5% p         11% p           465         5% p         27         1         TokipF         12% p           1197         7% p         16% p         10% p         1         TokipC 12% p           1197         7% p         16% p         15% p         1         ToheGO           465         15% p         15% p         15% p         1         ToheGO           1197         7% p         15% p         15% p         1         ToheGO</td><td>60         114         1274         1312         1100         1127           40         153         1474         144-         14         6-10         1112         1100         1127           40         153         1475         144-         14         6-23         1108         1240         1342           600         1149         1274         1340-         1243         6-23         1108         1240         1351           600         1149         1274         1344         140         7-2         1108         1240         1351           607         1744         1534         1453         7-2         1108         1240         1351           607         1744         1534         1454         7-9         1127         1348         1255         1324           601         1504         1504         7-9         1255         1324         1344           256         1574         1574         1574         1574         1257         1324           264         1504         1574         1574         1574         1574         1574           265         1574         1574         1574         1574</td></t<>	1283         5-16         5-16         TimeShin n           977         1134         9%         10% p         TimeShin n           260         227         10% p         10% p         TimeFibr           260         234         22% p         24% p         11% p           120         5% p         28         5% p         11% p           465         5% p         27         1         TokipF         12% p           1197         7% p         16% p         10% p         1         TokipC 12% p           1197         7% p         16% p         15% p         1         ToheGO           465         15% p         15% p         15% p         1         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and the second s	1000         21/2         31/2 <th< td=""><td>DammAum         1001         1013         344         201/34         %         F           DammAum         1301         1013         344         201/34         %         F           DammAum         235         31         2394         30         F         F           DamsChi/S         684         211/2         2084         209         %         F           DamsChi/S         684         211/2         2014         1149         1149         4           Dact/VS writ         129         1314         1314         1149         4         F           Dact/VS writ         129         1314         1314         1149         4         F           Dact/VS writ         129         1314         1244         143         124         144           Dact/VS writ         129         1314         1244         143         124         144           Dact/VS writ         129         1314         1324         144         144         144         144         144         144         144         144         144         144         144         144         144         144         144         144         144         144</td><td>Comparison         Comparison         <thcomparison< th="">         Comparison         Comparis</thcomparison<></td><td></td><td>Street         Street         Stree         Stree         Stree</td></th<> <td>167 33 31% 32/2 1/2 10/2007 001 341 2074 1740 175%-1 770 29 24/2 274+ 1 866 4014 3774, 3316- 75 717 38 24/4 27 -1 717 38 24/4 27 -1 717 38 24/4 27 -1 717 36/2 1/2 1/2 1/2 1/2 1/2 1/2 1/2 1/2 1/2 1</td> <td>84         4749         39         39        </td>	DammAum         1001         1013         344         201/34         %         F           DammAum         1301         1013         344         201/34         %         F           DammAum         235         31         2394         30         F         F           DamsChi/S         684         211/2         2084         209         %         F           DamsChi/S         684         211/2         2014         1149         1149         4           Dact/VS writ         129         1314         1314         1149         4         F           Dact/VS writ         129         1314         1314         1149         4         F           Dact/VS writ         129         1314         1244         143         124         144           Dact/VS writ         129         1314         1244         143         124         144           Dact/VS writ         129         1314         1324         144         144         144         144         144         144         144         144         144         144         144         144         144         144         144         144         144         144	Comparison         Comparison <thcomparison< th="">         Comparison         Comparis</thcomparison<>		Street         Stree         Stree         Stree	167 33 31% 32/2 1/2 10/2007 001 341 2074 1740 175%-1 770 29 24/2 274+ 1 866 4014 3774, 3316- 75 717 38 24/4 27 -1 717 38 24/4 27 -1 717 38 24/4 27 -1 717 36/2 1/2 1/2 1/2 1/2 1/2 1/2 1/2 1/2 1/2 1	84         4749         39         39	
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      15%         11%         StSarth a           Enr         117         10%         11%         StSarth a         StSarth a           Enr         117         10%         11%         StSarth a         StSarth a           Enr         117         10%         14%         15%         StSarth a           Enr         117         10%         14%         SowHors 1.0         SowHors 1.0           Excell         6         20%         24%         24%         SowHors 1.0         SowHors 1.0           at A4         12%         14%         15%         14%         -4%         Sconto un           743         13%         14%         -4%         Sconto un         -4%         Sconto un</td><td>167         33         314         3212+114         Transfr im           770         29         3245         2744+14         Transfr im           770         29         2245         2744+14         Transfr im           780         29         2245         2744+14         Transfr im           780         29         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INTERNATIONAL HERALD TRIBUNE, MONDAY, MARCH 30, 1981 Page 20 BOOKS CROSSWORD. (IT'S HERO TIME, CHARLES! DON'T By Eugene T. Maleska P IT'S THE LAST OF THE NINTH OKAY, CHUCK, YOU'VE BEEN WE'RE SO FAR AHEAD WE E TWO OUTS AND WE'RE AHEAD CAN'T LOSE .. YOU PITCH PESTÉRING ME FOR A BE NERVOUS CHANCE TO PITCH .. LET'S FIFTY TO NOTHING ... THE LAST OUT, CHUCK, AND A I'LL SELL THE POPCORN! SEE WHAT YOU CAN DO. N U ር እ T ĉ S B. MY YOUK LOOSE-LIPPED MISTRESS RUN INTO GERALDO RIVERA AND MAY THE STORY OF YOUR LIFE'BE C. REJECTED AS TOO BIZARRE TO MIKE WALLACE ON THE SAME DAY. BE FRINTED IN THE NATIONAL EXQURER R.R EXCHANGE 3-90 R IT'S A BARGAIN WAIT! I'LL THROW IN TWO saw the face of Medusa." I'M SELLING THIS IT AUTOMATICALLY ROLLS Ħ PLASTIC GARBAGE CANS! OUT TO THE CURB WITH ROBOT ROUTER AT \$4800 L YOUR GARBAGE ACROSS **45** Pointed arches Ň

1 Box for jitterbugs 47 Macaw 5 Open courts 10 Ancient capital of the Moguls 14 Roman poet 15 Use a razor 16 Area below the fetlock 17 Oscar winner: 1931-32 19 Adamson pet 20 King Cole 21 Medical suffix 22 Merchant 24 John ----, star of "Roots" 25 Puppeteer Lewis 62 Bench's 26 Tip 29 Symbols of authority 32 "Book of -33 Place for a coin 34 Linden 35 Ostentatious **36** Condition - 37 Novelist Grey 4 Dutch **38** Indefinite so Track 40 Frightened 41 Follow **44** Identical

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JUMBLE THAT SCRAMBLED WORD GAME

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Print answer here:

Jumbles: BRINY VIRUS LOUNGE CENSUS

Imprimé par P.I.O. - I, Boulevard Ney, 73018 Paris

Answer: "As beginners, they appear to have no bad habits"--- "NO-VICES"

43 Oscar-winning McCarey: 1944 44 Some doorbells 47 Brace; bolster Steamer, e.g. 49 Small case 50 Mohammed - Pahlavi 51 Charge 55 Sen. Lugar's home 56 Fordham mascot



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## By D. M. Thomas. Viking. 274 pp. \$12.95.

## Reviewed by Christopher Lehmann-Haupt

T is easy to get into this strange and beautiful new novel by the English poet D.M. Thomas, but not so easy to get out. It begins with an imaginary exchange of letters between Signund exchange of letters between Sigmund Freud and several of his colleagues. We are immediately interested because, aside from their extreme docu-

mentary plausibility, they discuss an unusual journal written by one of Frend's patients — a "normally shy and prudish girl" in the throes of "a severe sexual hysteria" - which has strengthened Freud's "conviction that I am on the right lines in positing a death instinct, as powerful in its own way (though more hidden) as the libi-do." The journal, "given birth" to after its author visits a health spa called Bad Gastein, is, according to Freud, "as if Venus looked in her mirror and

The next section of the novel, called "Don Giovanni," ostensibly because its lines were written by the girl be-tween the staves of the score of the Mozart opera, consists of a long nar-rative poem, describing in surreal log-ic and pornographic language a love affair carried on at a resort referred to as the "white hotel" between the narrator and Freud's son. Apparently this poem is part of the journal re-ferred to in the earlier correspondence, a suspicion that is confirmed by the section that follows, called "The Gastein Journal," which elaborates in prose the muffled surreal events of the

poem. The next section, called "Frau Anna G.," begins: "In the autumn of 1919 I was asked by a doctor of my acquaintance to examine a young lady who had been suffering for the past four years from severe pains in her left breast and pelvic region, as well as a chronic respiratory coodition." Frau Anna G. is, of course, the anthor of "The Gastein Journal," or rather Freud's invented name for her. In perfect mimicry of an actual Freud case history, the novel then describes how-freud, by combining the evidence of "The Gastein Journal" with Anna G.'s recollections of her life, was final-

ly able to get to the bottom of her hysterical symptoms.

## **Cerebral Detective Story**

This proves to be an exciting, if somewhat cerebral, psychoanalytic detective story, which, to oversimplify. reveals Anna to be troubled by homosexual impulses, a longing for the oceanic feelings of being in her mother's womb and a deathly fear of bearing children. "It remained uncer-tain why the pains attacked the left side of her body," Freud concludes. "No analysis is ever complete; the hysterias have more roots than trees."

This brings us to the halfway point of "The White Hotel" and completes the background of its heroine, who turns out to be in fictional actuality a half-Jewish, half-Polish opera singer named Lisa Erdman. The final three sections of the novel trace from an omniscient viewpoint the remainder of Lisa's life - her modest success in opera, her further correspondence with Freud, her move to Kiev to mar-

ic poem begins. nman puld hile I have started an affair bico ershiy

re-echoes throughout her story un the will at last becomes her mutilation inma-ing vast sea of dead flesh in the ditci tich h Babi Yar, an association that Thorthember cues simply by naming the section to, which this catastrophe occurs as

beyond time is difficult to evoke massociati art form that depends entirely ters be time's passage, it is about the ons buil part of "The White Hotel" that do overput so. To describe this novel as spaces, and tingling in its indescribable poetic from of fect would be to trivialize its  $F_{i}$  think foundly tragic theme. Say then tha \$500,6 is heart-summing.

Christopher Lehmann-Haupt is the staff of The New York Times.

lean ictor Mor natio **Census Shows** India Population

United Press International NEW DELHI - The results" 1981 census confirm indicate UST 1981 census confirm moncar population experts say is a dis f rate of population growth. t: " The census results indicate " population has doubled to 684 r **0**:\$5 in the last 30 years, meaning 🖫 now has 15 percent of the way

unwilling Indians, in fact has b

loser to 2.2 percent, according in emographers. The government hopes to red closer to 2.2 percent, according demographers.

THE WHITE HOTEL

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which this catastrophe occurs as Sleeping Carriage." nit So Lisa has not been merely neury by of ic to associate sexual intercourse that free human catastrophe or to fear given the Un birth to children. As she realizes whether the lowed stepson are to be shot, "Nigolic A she knew why she ought never to be 33, is no had children." This may mean that Lisa is clait. La voyant, as she and Freud agree she Sunda when she foresees the death of se giver daughter Sophie. But it also mensity's that her unconscious mind is in toar with a timeless realm beyond deem hom where 20th-century history can form safety lies in a womb called "the wf.

seen as catastrophe and the only tr safety lies in a womb called "the wf. hotel." This is certainly what Thot-seems to be confirming when he sil-room the final section of the book in a call. Palis in the Holy Land, where in a sorth after afterlife, Lisa is reunited with at, and longed-for mother. If this section fails somewhat, y optim the paradoxical reason that a relid pay beyond time is difficult to evoke imssociant art form that depends entirely sets be

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now has 15 percent of the wight population and only 3 percent of available land. The growth rate, which had been ported as having dropped to 1.9 ; cent during Prime Minister Ind Gandhi's 1975-1977 emergency r when sterilizations were forced; international internatione international

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AUCKLANO	22	72	12	54	Fair	MLAMI	26	77	22	72	Cloudy
BANGKOK	35	95	27	81	FORMY	MILAN	19	66	12	54	Feegy
BEIRUT	19	66	10	50	Fair	MONTREAL	18	30		41	Cloudy
BELGRADE	17	63	4	39	Cloudy	MOSCOW	ĩ.	12	5	19	Cloudy
BERLIN	8	44	3	37	Cloudy	MUNICH	16	61	1	36	Overcos
BRUSSELS	17	63	n	52	Cloudy	NASSAU	26	79	21	72	Cloudy
BUCHAREST	12	44	1	37	Overcost	NEW DELHI	33		1	ä	Cloudy
BUDAPEST	14	61	2	34	Fair	NEW YORK	20	48		4	Cloudy
EUENOS AIRES	26	79	13	55	FORMY	NICE	15	59	Ě	35	Overcos
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CASADLANCA	23	73	14	57	Showars.		4			27	
CHICAGO	20	68	12	54	Showers	PARIS	20	68	11	52	Cloudy
COPENNAGEN	5	47	7	34	Cloudy	PEKING	11	55	2	34	Fair
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FLORENCE	23	73	14	57	Cloudy	SAQ PAULO	20	48	16	44	Feggy
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GENEVA	14	61		4	Foogy	SINGAPORE	30	64	25	17	FORTY
HELSINKI	2	3	-11	51	Overcost	STOCKHOLM	3	37	-3	ŻŻ	Fair
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JAKARTA	29	84	23	72	Cloudy	TOKYO	14	57	7	45	Foger
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JOHANNESBURO	24	79	n	55	Fair	VENICE	20	68	,	48	Overcas
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LIMA	25	73	15	99	Fair	WARSAW	4	43	-2	20	Cloudy
LISBON	15	57	- ī	44	Showers	WASHINGTON	25	77	13	55	Foir
LONDON	13	55	- 10	50	Rain	ZURICH	17	63	7	45	

## **RADIO NEWSCASTS. BBC WORLD SERVICE**

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Successful freques

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Western Rurate: 640KHz and 45MA Medium Wave. 5975, 4,020, 7,120, 7,185, 7,255, 9,410, 9,750, 12,075 and 15,070 KHz in the #, 41, 21, 25 and 19 meter bands.

East Africa: 1413KHz and 212M Medium Wave. 25450, 21,440, 17,885, 15,420, 12,075, 11,620, 9,580, 7,120 and 4,055 KHz in the 11, 12, 14, 19, 24, 25, 31, 42 and 47 meter bands.

Herris and Herris West Adricu: 25,450, 21,470, 15,030, 11,798, 9,418, 7,130 and 5,975 KHz in the 12, 13, 19, 25, J1, 42 and 50 meter bands.

Southern Africe: 25.430, 21.640, 17.890, 15.490, 11.820, 9.410, 7,181 and 4005 KHz in the 11, 12, 14, 19, 25, 31, 41 and # meter bands.

Mildele Sept : 1223KHz and 227M Medium Wave, 25,450, 21,710, 17,770, 15,310, 11,740, 9,416, 7,140, 6,129 and 2,976 KHz in the 11, 13, 14, 19, 25, 31, 42, 47 and 75 meller bands.

Southern Asie: 1413KHz and 212M Medium Wove. 25,458. 21,458. 17,770. 15,310. 11,738. 9,408. 7,199 and 4,195 KHz in the 11. 13, 14, 19, 25, 32, 41 and 48 meter bands.

East and South East Asia: 25,678. 17,710. 15,310. 11,465, 9,570. 4,195 and 3,915 KHz in the 11, 16, 19, 25, 31, 47 and 76 meter bands. Also for Singapore only: 30,000 KHz VHF,

## VOICE OF AMERICA

The Voice of America broadcasts world news in English on the hour only at 28 minutes often the hour during verying periods to different repland. Supported frequencies:

Western Europe: KHz 15345, 7,925, 6,040, 5,955, 3,966, 1,197, 792, 11,768, 1,760, 1,296 in the 192, 41.1. 47.5, 50.4,757, 251 (medium wave), 379 (medium wave), 25.5, 30.7 and 252 (medium wave) meter bands. Middle Bast: KHz 15,25, 11,915, 9,240, 7,201, 4,840, 1,340 in the 197, 252, 30,7, 41,7, 477, 258 meter bands.

Rost Asia and Pacific: KHz 17.000, 17.746, 15.290, 11,746, 7.778, 26.000, 4,110 and 1,575 on the 74, 14.9, 17.4, 25.5, 30,7, 11.5, 47.2, 190 meter bands, South Asia: KHz 21,540, 17,740, 15,305, 11,915, 9,760, 7,105 on the 13,9, 16,9, 17,7, 252, 30,7 and 42,2 meter

Alerica : NH2 94,040, 21,440, 17,870, 12,330, 11,915, 7,340 7,280, 4,125, 5,995, 3,995 on the 11-5, 13.8, 14.8, 19.4, 25.2, 38.8, 41.2, 47, 50, 75.2 meter bonds.

## 'Overpaid' for Boring His Students, British Teacher Decides to Resign

United Press International DERBY, England — Evan Rutherford, a lecturer in general studies the Lonsdale College of Further Education, says he is going to re because he is overpaid for teaching boring courses. Dr. Rutherford, a graduate of Cambridge, says most of his students are bored by his courses, which include "How to Buy a House" and

'How Trade Unions Work."

"I can't say I blame them," he said. "I am ridiculously overpaid and teach absolutely nothing." He plans to earn his living making pottery.





## **DENNIS THE MENACE**



COOLD HIT THAT CLOCK TWO TIMES OUT OF THREE WITH 'EM ?"

ry a Russian-Jewish baritone named Victor Bereastein, and her eventual execution alongside Victor's young son in a Kiev ravine called Babi Yar. But several remarkable effects serve it could increase to as high as 2.4 to illuminate and apotheosize Lisa's cent. At that rate, it is estimated tragic history. To begin with, we have come to know so well the symbolic

country's population will dot again by the year 2000.

## CHESS.

MAX EUWE once said of the man with whom he split two world championship matches: "Even if there are a thousand general reasons for rejecting a move, Alekhinc is always ready to consider it."

A half-century ago, it was common to rely on a playing routine made up of loose generalizations and rules of thumb, but Alekhine, extraordinarily zealous to win, was not content with the sort of tepid performance that produced all too many draws. He made the exceptional nuance his favorite weapon. Nowadays, when all of the routines

are even better understood, it is the more important to follow Alekhine in unearthing the striking exception. That is what Jan Timman, a Dutch grandmaster, did in his victory over Anthony Miles, a British grandmas-ter, in the 12th round of the Hoogoven International Tournament -in Wijk-aan-Zee, the Netberlands.

In the Miles-Taimanov game from the first round, Black got a satisfacto-ry position by 7 . . . 0-0; 8 P-K3, P-B4; 9 PxP, PxP; 10 P-QN4, N-K5; 11 Q-B2, PxP; 12 PxP, P-QR4, but Timman evidently thought that White's play could be strengthened and did

play could be strengthened and did not copy this line. Timman hurried with 10 . . . N/2-B3! (in place of 10 . . 0-0) so that be could threaten 11 . . . N-N5! His idea was that after 12 P-R3, White's KN3 square is slightly weakened and this means that later, after 14 . . . N/4-B3. Miles could not well elect the knight from its outpost by 15 elect the knight from its outpost by 15 N-K1, Q-K1; 16 P-B3 because of 16

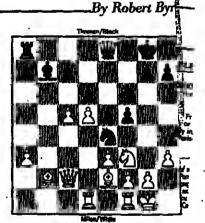
. . . N-N6. Thus, Miles was denied the strategy he used in defeating Ulf Andersson in the fourth round. The basic thread that runs through

this sort of position is that Black must

Aggressive as always, Miles pressed for a queenside attack with 16 P-Q5!?, a pawn sacrifice that was better de-clined, since 16 ... PxP?!; 17 PxP. NxQP?! (17. BxP?!: 18 QxP leaves Black with a weak isolated and backward QP): 18 B-B4. P-B3: 19 P-N5, K-R1; 20 PxP, QxP; 21 RxN, QR-B1; 22 BxPchl, KxB; 23 Q-N2ch,

QR-B1; 22 BxPchl, KxB; 23 Q-N2ch, N-B3; 24 R-Q4 regains the pawn, yielding White positional superiority and kingside attacking chances. After 16 ... P-K4, Miles charged abead with 17 P-B5, anticipating that 17 ... NPxP; 18 PxP, NxQBP?!; 19 NxP, BxP; 20 RxB!, NxR; 21 B-B4, P-

~ **f** ·



Position after 18 PxP

B3; 22 NxP!, QxN; 23 Q-Q2, K-Rs 24 BxN, Q-Q2; 25 BxR, RxB; 26 B Q1 would yield him strong pressus against the backward QP and the king position.

position. But he surely never dreamed the Timman would be brave enough to a tempt the extraordinary pawn snstc with 18...BxPt, permitting ! PxP, PxP; 20 RxB, NxR; 21 B-B with a fearful-looking pin. Howeves after 21...Q-B31, Timman woul have refuted 22 R-Q1 by 22... QR-B1!; 23 BxNch, QxB. Moreover, 22 Q-N3, N-B3; 23 I, Q1, QR-N1!; 24 Q-R2, RxB; 7 BxNch, QxB! forces White into the exchange-down ending. There the

BKNch, QxB? forces White into t exchange-down ending. There t mained 22 Q-Q3, N-B3; 23 R-Q1, y Timman was ready with 23. P-K5!, reaching a winning ending t ter 24 N-Q4, PxQ; 25 NxQ. After 47... RxP. Miles was t exchange and two pawns down, so tave up.

gave up.

Ninch (CA

White Million

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make a tower of strength out of his knight at KS to compensate for the White bishop-pair. Had Miles tried to subvert the plan by 11 N-Q2, the posi-tion would have become level after 11...NxN: 12 QxN, N-KS.

حلدًا من الأصل

GOLF

WHAT HE WAS DREAMING OF

PUTTING ON.

Now arrange the circled letters to form the surprise answer, as sug-gested by the above carbon.

(Answers tomorrow

ANYBODY CAN STRING BEADS, MUSS RYAN .... BUT HOW MANY

INTERNATIONAL HERALD TRIBUNE, MONDAY, MARCH 30, 1981

# hre Beats Stenmark for Ski Title

## erican Is 2d to Zhirov in Final Giant Slalom to Capture World Cup

By Nick Stour

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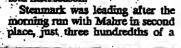
> matinnal Herald Tribune Switzerland - Phil his weekend became the can to win the World. Upine ski racing. By fin-cond in the giant sialom Saturday, behind Alex-inov of the Soviet Union. irrov of the Soviet Union. Zhirov, who won four of the last ained enough points to five races and thus dispelled any Ingemar Stenmark, the the has won the trophy as in the past and led the tandings for much of this

and the second second

from Yakima, Wash, morning run with Mahre in second to finish Saturday's race, place, just three hundredths of a

third place or better. Stenmark al- place. After Zhirov posted the best ready had carned the maximum number of points in the giant siatom and therefore did not benefit by his third-place finish. The duel for the overall championship diverted attention from

remaining doubts about whether he should be taken seriously as a contender in slalom and giant slalom next season.



-Theres Nadig and Phil Mahre, overall World Cup skiing ions, hold up their trophies at the awards presentation. and 76 assist

#### the final event of the season, in second behind, and Zhirov in third Anton. Austria, on Feh. 1 his best result was fourth place. In St. Ancomposite time in the afternoon, ton he was runner-up after Sten-mark made a magnificent second Mahre began his run. As he came into view from the finish area the run to win the race. U.S. Alpine program director, Bill

"I never gave up hope." Mahre said Saturday. "In St. Anton my slalom started to come back around, and then I had some good Marolt, clenched his fists and mut-tered, "Push, Push." When Mahre's time flashed on the scoreboard it was evident that he was races here and there. Once I startthe new champion. ed concentrating on my specialties. I knew it was possible to win the

World Cup.

Before the race in SL Anton.

Mahre, 23, was regularly entering

donwhills to gain points in the

combined. It was the training re

**Missed Opportunities** 

In the weeks after St. Anton.

It was his brother. Steve, who

## **Brotherty Advice**

"It's hard to believe," Mahre said while still catching his breath. "It means a lot, as much or more as an Olympic medal."

While he patiently cooperated with the throng of reporters and photographers that immediately ouired for downhill he said, that made him less proficient in his specialties, slalom and giant slalom. Ingemar had almost all the surrounded him, Mahre took time to radio instructions to his twin points he could get and I had very few," Mahre continued. "I had brother, Steve, who had yet to come down.

nothing to lose by going full blast, and I had everything to gain. So I just went as fast as possible in these last races, and if i fell, then I "Just get the rhythm at the start," he shouted into a walkietalkie. "You've got to get around that first pitch. Make good crisp turns. Then, on that sidehill down fell." below you're working toward that last little pitch. After that it's fairly straight so just let 'em run. Then Mahre won slalom races in Sweden nail that last little turn for the last and Japan and a giant slalom at flat down here." Aspen, Colo. Earlier this week he

Steve Mahre, who was 14th after the first run, ended the day in 19th missed two chances to clinch the fitle in Borowetz, Bulgaria, where he finished fifth in a giant slalom place.

and third in a slalom. Phil Mahre's results in the early part of the year were not impres-sive. Until the slalom race in St.

## **Gretzky Equals Record**

The Associated Press DETROIT - Wayne Gretzky tied the National Hockey League single-season scoring record Saturday night, scoring an assist in the Edmonton Oilers' 4-2 victory over the Detroit Red Wings. With 53 goals and 99 assists, he has equ-aled the 152 points scored by Phil Esposito during the 1970-71 sea-

extended his hand through the mob and told the new champion, "We've waited a long time for this." Never before had a non-Euson, when Esposito scored 76 goals ropean won the overall men's championship. No American ever came close. Phil Mahre could be aptly described as the best ski racer that the United States ever

> produced. Mahre, who receives a fraction of the publicity at home that he gets in Europe, was asked by a European journalist bow Americans would react to his success.

"It's hard to say," he answered. "It depends on whether the public picks it up or not. The Olympics Mahre won a silver medal in the slalom at Lake Placid] made me pretty popular. In the last four or five years skiing has come a long way in the United States and maybe this will help."

For the record, Zhirov won the race by 25 hundredths of a second, and Mahre was 21 hundredths in front of Stenmark. Paul Arne Skajem of Norway was fourth.

Mahre ended the season with 266 points, followed by Stenmark with 260, Zhirov with 185, Steve Mahre with 155 and Peter Mueller



Lee Raker of Virginia (left) battles with Al Woods of North Carolina in their NCAA game, won by North Carolina, 78-65.

# Jaeger, Navratilova Reach Final Of Round-Robin Championships Sam Perkins scored 11 points for North Carolina, and point guard Jimmy Black, scored all 10

Few spectators among the rowd of 12,049 at Madison hand volley sailed wide on a sec-

against Martina Navratilova. The triumph was Jacger's seventh straight over Hanika, and

Bettina Bunge, 6-2, 7-5. The final is worth \$100.000 to the winner,

**North Carolina To Play Indiana In NCAA Final** 

United Press International

مكذا من الأصل

PHILADELPHIA — Indiana and North Carolina, two names synonymous with excellence in college baskethall, are the last teams remaining in the National Collegi-ate Athletic Association championships.

In two unexpectly one-sided games on Saturday, North Caroli-na beat Virginia, 78-65, and Indi-ana defeated Louisiana State, 67points set a single-game scoring record for an NCAA semifinal. The old mark was 38 by Jerry 49. The winners will meet for the title Monday night North Carolina, with Al Wood

"Wood has done this for years," Smith said. "Now America saw iL" Wood, shredding Virginia's de-fense from all parts of the court, scoring 39 points, hlew hy Virgina to earn yet another shot at a nascored 25 points in the second half tional title. Indiana, executing with as the Tar Heels ran away with it. the precision of a crack drill pla-toon in the second half, was "My shoulder popped in the sec-ond half," Wood said. "We iced it. backed by Landon Turner with 20 It's a joint which gives me terrific pain when it gets loose and ro-tates." Wood said he would not be points in the opening semifinal

game. The Tar Heels will be aiming to restricted in Monday night's game give Dean Smith, their coach, his first championship in 20 years at because of the injury. the school, while Indiana is seek-Sampson, the 7-4 sophomore wbo averaged 1g points, finished ing to win its second NCAA crown in the last six years. The Hoosiers last won the title in 1976 in Phila-

with just 11 points and had no field goals in the second half until North Carolina, making its sixth he scored with 20 seconds left on a trip to the Final Four under Smith. dunk.

"I didn't like the flow of the game so I switched from a zone to a man-to-man, hoping the defense would generate some offense," Virginia coach Terry Holland said. North Carolina handled it well."

Strong Second Half

parlayed outstanding defense on Virginia center Ralph Sampson,

the Player of the Year, with some

exceptional outside shooting in the second half by Wood, a 6-foot-6 senior forward who has played in

every game since joining the Tar Heels four years ago. The 39

West of West Virginia in 1959.

of his points in a strong second half. The Tar Heels raised their

record to 29-7. For Virginia, Jeff Lamp had 18 points, Lee Raker had 13 and Jeff Jones 11 as the Cavaliers finished at 28-4

With the score tied, 27-27, at halftime, the Tar Heels put the game away with two bursts early in the second half. North Carolina ran off nine straight points in a 4:04 span to move ahead, 36-30. Black, ordinarily not noted for his scoring, had three baskets in the

spree. Virginia tied the game, 37-37, on a three-point play by Raker, but from that point, the Cavaliers were in deep trouble. North Carolina reeled off 11 straight points in a 3:26 span to take a 48-37 advantage. During that outhurst Wood

was superb, hitting four baskets in a row in one stretch. Positioned in a sagging 2-1-2 zone, the Tar Heels always had at

least two players on Sampson, hui

e the

# fter a Long, Exciting Winter, ciers Bid Each Other Farewell

By Nick Stout nal Herald Tribune C. Switzerland - The 1980-Id Cup ski season officially on the day that Europeans their clocks ahead for Sum-

us a long season, especially non-Europeans. Stretching arty four months and three ints, the campaign included n's races and 28 women's

While Nadig clinched the over- France. McKinney, at 18 the all women's title in Furano, Japan, youngest member of the U.S. two weeks before the season's end, team, won a third time in Aspen her Swiss teammate, Erika Hess, stole some of her glory. Hess did nothing less than win the final six women's slalom races. Then, when there were no more slalom races left to win, she captured a giant slalom, the season finale.

The Russians Arrived

and wound up with the women's giant slalom championship. Jana Soltysova gave Czechoslo-vakia its first World Cup victory, and Elisabeth Kirchler, a 17-yearold Austrian, was the unlikely winner of the women's downhill at Aspen

As in most sports, much of what

transpired was due in part to those who left the scene early with injuries. The absence of Leonhard Stock and Uli Spiess through most of the year weakened the Austrian squad. Ken Read twisted his knee with 140. and broke his nose in Gannisch-Partenkirchen, West Germany, and thereby relinquished his claim as the top Canadian to Podborski. Peter Mneller of Switzerland, trying not only for his third con-securive downhill championship but also for the overall title, ended bis season early when he slid off the course at Wengen and dislocatcd a shoulder. With each injury came a revival 1978 of the ongoing discussion about the safety of the race courses. Too many people fell off the pitse in Kitzbuchel, the racers argued, and in St. Anton an Italian racer's broken back was attributed by many to the lack of safety nets. Ane in Maribor, Yugoslavia, the women skiers held the first strike in the 15tired." year history of the World Cup, refusing to compete in a slalom because an overnight rain had cov-ered most of the snow with ice.

denied Phil the runner-up position he needed to win the championship on Wednesday. Asked here if there was any family animosity af-ter that slalom race. Phil said: "Oh, no. Steve is just another person to compete against. I have to beat him if I want to win the World Cup. I wouldn't let him win and he wouldn't let me win." As Mahre was talking, Marolt

By Neil Amdur New York Times Service NEW YORK - Who says everything is peaches and cream on the

women's tennis tour? Andrea Jaeger's 6-4, 5-7, 6-4 victory over Sylvia Hanika of West Germany Saturday in the semifi-nals of the Avon championships was a 2-hour-30-minute alley fight, crowd Square Garden might have been aware of private differences be-tween the two, who met earlier in the week. But when Jacger let out a squeal of joy after Hanika's back-

ond match point, it meant more than a berth in Sunday's final

also capped a series of frustrating episodes for the winner. Navratilova, two-time champi-on, had an easier time in heating

The Associated Press

MILAN, - John McEnroe de

a WCT tennis tournament bere

Sunday. McEnroe took an hour and 52 minutes to score his fifth

victory in 12 matches against Borg.

It was McEnroe's first triumph

in a World Championship Tennis

tournament this season and his

third in a row in the Milan compe-

McEnroe moved into the final by defeating Sandy Mayer, 6-3, 6-4, in a semifinal match on Satur-

day. Borg eliminated Gianni Ocleppo of Italy in the other semi-

Transactions

BASEBALL

BASEBALL American Leopot MILWAUKEE BREWERS-Placed Bab McClore, pitcher, an the 21-doxy disabled list, National Leopot CHICAGO CU25-Traded Dennis Lamp, pitcher, to the Chicago White Sox for Ken Kro-vec, pitcher, MONTREAL EXPOS-Optioned Tom Gor-man, Bryn Smith, Tommy Joe Shimp, Kevin Mendon, Bob Jones and Rick Engle, pitchers: Anthony Johnson and Pat Rooney, outlietders: Chris Smith and Dave Hastetler, Infletiders: and Tom Wightus, architer, to Denver at the Ameri-con Association. NEW YORK METS-Traded Serbio Ferrer, In-fielder, and Dave Howard, outfletder, to the Cin-

Reider, and Dave Howard, outfielder, to the Cin-cinnati Reds for Scatt Dve, pitcher. Assigned Dye to Tidewater pi the International League.

nition.

Clock Breaks United Press International GAINESVILLE, Fla. - Harand the loser is assured \$52,000. The Jaeger-Hanika match was runner, celebrated his 24th hirthday Saturday night by runthe most interesting in the five-day tournament for a variety of reaning the fastest 100 meters in sons. Jaeger went into it still brishistory. But officials said he tling over a comment Hanika had would be denied a world record because the pboto-clocking camera broke down.

Ma Los Pitt Hoi Del

made in German at the end of of the shot had been uncalled for, their first match in the tournawith her so vulnerable near the net, ment, which Jaeger won in straight Jacger muttered a profanity to herself that was readible on her lips, Jaeger, whose father is German, She lost her serve on the next point, angrily shook her right fist understands the language and took the remark as uncomplimentary. in the air and proceeded to hreak According to friends, she was so Hanika at love and hold for 4-2. upset immediately afterward that Moon Balls she went to the players' lounge and

began crying. The feelings intensified in the When she reached break point with Hanika serving at 2-4, 30-40, fourth game of the second set Satthe match appeared over. Jaeger was controlling the rhythm of the rallies and making her rival play urday. With Jacger serving at 2-1, 15-30, Hanika drilled a shot from close range that hit Jaeger in the

line.

New York (AL) 2 New York (NL)

Qakland 5, Chicago (NL) 3

California 13, Son Diego 12

Cincinnet(10, Kenses City 3

Minnesota 13. Los Angeles 2 Montreal 4. Houston 3

Has Rogers in Front

United Press International

HILTON HEAD ISLAND, S.C.

Tied at 2-under-par 211 were

Ationto 4. Texos 3

through interminably long haseline hits that seemed to tax Hanika's The American youngster. Then, patience, particularly as she dealt with off-speed "moon balls" or apparently thinking that the pace lobs. But Hanika played her way back **Runner** Loses

into the match by attacking, even when Jaeger served for the match at 5-4. She broke at 15, opening and closing the game with fore-hand volley winners, and then broke again at love for the set with a backhand pass down the line. Navratilova's victory was her

25th in 27 matches on the winter

Pair Shares Victory

in the early going the strategy did not pay dividends as Virginia's Othell Wilson, Lamp and Raker were ahle to hit from the wings tour. En route to the final, she also

Page 21

fun

ara McKinney and Ingemar rk, both of whom were the 1 giant slalom this year, the ceremonial victories. trailel slaloms would have i toward the Nations Cup if iss team had not clinched ampionship weeks ago.

## Exciting Season

traveled across Europe ast to west and back so imes this year it was ridicu-complained Steve Mahre; nother of the champion. : been in Europe four times for all its gruel, the season ic of the most exciting in y. Not only did the men's title remain unclaimed unfinal day, but the men's ill season also was reduced final race, a development ast have set well with those s who changed the scoring ) many times in search of a - 11 that would keep the stand-

> we men's downhill, the most and to some the most ous of the three disciplines, Veirather brought the men's

sck to Austria after a two-pse following the decline of Klammer. So close was the that Steve Podborski was ; at the finish area in Aspen, as the apparent winner of is final race and the champ when Weirather, starting

position, overtook him by dredths of a second. isidering the way I started are is no way I can complain ny results this season," Podsaid here, referring to his peration and the subsequent itation that lasted into the ing of this season. "In As-kied a poor race and Harti good race, that's all." Earli-lborski had won three con-

e downhills, including the crous Hahnenkamm in chel Austria

From Agency Despatches

· States retained his world

wheter cross country title

ay, opening up on the final the Zarzueia racetrack here

+U.S. Curling Final

United Press Internat

-

new overall champions, Phil and Marie-Theres, Nadig ed their respective trophies y after they and the other nd girls of winter raced in ditional season-ending par-bitional season-ending par-low .-- the Soviet Union was howed to reach the victors' pedestal in due time.

First to arrive was Tzyganov, who won the opener of the dnwn-hill doubleheader in Aspen. Then, lest the achievement be too soon forgotten. Zhirov won four of the last five races — three ciant last five races — three giant slaloms and a slalom. Unfortunately for Zhirov, his sudden success was overshadowed by the Stenmark-Mahre duel.

If a person with 10 victories in a season can be said to have failed, then Stenmark failed on two fronts: He not only was unable to claim the overall championship, but he also stopped short of sur-passing the record of 62 World Cup victories, including com-bineds, that he holds with Annemarie Moser-Proell of Austria.

#### Surprise Victors

Stenmark said that he plans to continue skiing with a B license, which allows him to accept commercial money over the table in-stead of under it, and that he might forget about the overall championship next year and instead concentrate on only one discipline, either slalom or giant slalom

Among the surprise victors this season were Toni Buergier of Swit-zerland and Bojan Krizaj of Yugo-slavia, both good skiers but not among those forecast to win the Lauberhorn downhill and slalom races, respectively, in Wengen.

A few weeks later in Haus, Austria, Gerry Sorensen of Canada de-nied a downhill victory to Irene Epple, who already had posed for photographs. Sorensen, a 22-year-old late addition to the Canadian team who had not been in a World Cup race before this season, was the 30th skier ont of the gate that day.

McKinney, who won the first World Cup race of her life in Haute-Nendaz, Switzerland, in mid-January, followed up with a victory two days later in Les Gets,

verican Outruns Ethiopia Team,

eps World Cross Country Title

## Argentine Takes **WBA** Title From South African

United Press International JOHANNESBURG - Santos

Laciar of Argentina won the World Boxing Association flyweight title in Soweto Saturday by battering defending champion Peter Mathebula into an upset sev-

enth-round knockout. Stanley Burg, the American re-feree, stopped the scheduled 15-round fight when Mathebula slumped to his knees and refused to continue, with blood spurting from a cut our his right ava

from a cut over his right eye. Ring officials said that Mathe-bula, South Africa's first black world boxing champion, had a complete loss of vision in his right eye. The fight, before a mostly hlack crowd of 35,000, was Mathebala's first defense of the title he took from South Korean Pae Shikim last December in Los Angeles.

## Leonard Defends Title

SYRACUSE, N.Y. (UPI) --Sngar Ray Leonard, fighting for the first time since regaining his title from Roberto Duran last November, successfully defended his World Boxing Council wel-terweight title Saturday with a 10th-round technical knockout of a game but overmatched Larry Bonds.

## Michael Spinks Wins

ATLANTIC CITY (UPI) -Undefeated Michael Spinks, brother of former heavyweight champion Leon Spinks, furthered his quest for the World Boxing Conncil light heavyweight title by stopping former WBC champion Marvin Johnson with a left book

The 1980 champion, Andreas Wenzel of Liechtenstein, was recovering from an injury carly in the season and never did regain the winning form that carned him the **McEnroe Beats** title last year. Peter Lucscher of Switzerland, the 1979 overall champion, also had an unimpres-**Borg in Milan** sive year. The only real challenge came from Stenmark, who was the best overall in 1976, 1977 and feated Bjorn Borg, 7-6, 6-4, to win

"I think Phil deserved to win the World Cup because he skied well in all the events," said Stenmark, who except for one occasion refused to enter downhill races. "I was going well until the middle of February. Then I had a problem with motivation. I was mentally

Asked if he would do anything differently if he could have the sea-son back again, Stenmark said: "I would try to ski a little faster."

MEN'S GIANT SLALDM 1. Alexander Zhirov, Soviet Union, 7:19,90, 2. Phil Mahre, U.S., 3:20,85, 3. Incernor Sternark, Sweden, 7:40,24, 4. Poul-Arne Skolern, Narway, 2:40,23, 5. Leonard Stock, Austria, 2:41,23, 6. Leonard Stock, Austria, 2:41,24, 8. Jarie Halsnes, Norway, 2:41,54, 8. Jarie Halsnes, Norway, 2:41,54, 9. Viadimir Andreyw, Saviet Union, 2:42,05, 14. Jean-Luc Fournier, Switzerland, 2:42,06,

WORLD CUP STANDINGS Phil Mahre, 266 points. 1. Phil Mabre, 264 solnts. 2. Stemmark. 260. 3. Zhirov, 185. 4. Stave Mohre. 155. 5. Peter Mueller, Switzerland, 140. 4. Bolan Krizal, Yuposlavia, 134. 7. Andress Wietzel, Liachtenstein, 130. 8. Hartl Weirother, Austria, 135. 9. Stave Padbarski, Canada, 118. 10. Christian Orioinsky, Austria, 105.



Sugar Ray Leonard sends Larry Bonds to the canvas.

Four stop watches clocked Glance at an average of 9.74 seconds for the 100 meters, and officials rounded off the time at 9.8 seconds for the Florida Relays Track and Field meet records.

Record When

The runner thus knocked tenth of a second off the world record of 9.9, which was set first in 1968 and equaled by several sprinters. To do it, Glance ran against a 9-mpb beadwind.

NHL Standings CAMPAGE CONFEDENCE

CAMPBI	ELL CON F	ERE	NCE			They joined hands yards from the
Pa	frick Divis					finish of the the 26 mile 385 yards
			Pts.			
<ul> <li>Islanders</li> </ul>	44 T				245	race and shared first place.
liadelphia	40 2				244	Beardsley, who had never won a
dgary	37 2				285	major marathon, ran shoulder to
Rangers	28 3				314	
ash legton	24 3		66	277	304	shoulder with Simonsen for more
	rythe Divis					than 10 miles on a wet, soggy
St. Louis	44 1				261	morning. They were credited with
Incouver .	28 2				290	
10090	29 3				300	a fast time of 2 hours, 11 minutes,
nomon	26 3				317	48 seconds.
lorodo	21 4				329	The buge crowd at the finish line
nnipeg	0 5 S CONFER			20	375	
	s confen					in Green Park, just aloog the road
			Ph.	-	~	from Buckingham Palace, expect-
in real	42 2				224	ed a sprint finish, but Beardsley
s Angeles	42 2				276	
Isburah	29 3				325	and Simonsen were given an ova-
ritland	29.3				353	tion for their gesture.
treit	19 4				217	
	iams Divisi		•	_		
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ston	36 2	1 12	84		261	
nnesota	32 2	17	n	272	250	Saturday's Games
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2 (411. Fidler (	131. Rowe	[131:	Gari	mer	46),	Atlanta 13, Texas 7
rvergoert (14), 1	Fockey (8))					Chicago IAL1 5. Philadelphia 2
officia 5, Caleri						Housion 12, Cincinnoti 5
, Selling (29), P	errecult 2	(20);	Nor	wich	ເອາ.	Monireal 5. Los Angeles 1
oper (7), Gogne						Cleveland 13, Seattle 8
ancouver 18, V	Vinnløeg 2	(Le	inz (	7), A	ADC-	San Francisco 11, Milwaukee 7

Terento x-clinched division title

2-clincted division title Fridary's Results Harthord 5, Washington 3 (Keon (13), Stauch-ton 2 (41), Fidler (13), Rowe (131: Gartner 146), Ververgaart (14), Tookey (8)). Burtiols 5, Calarado 3 (AcKepner (33(, Ruff (7), Sellion (24), Perreault 2 (20); Norwich (5). Cooper (7), Gogane 124)). Vancouver 13, Winnices 2 (Lanz (7), Mac-Danoid (23), AcCarthy 115), Roba (24), Aliner (18), Gradio (194, Asthon (18), Smvi (25), Wil-Itoms 2 (341; Trimper (14), Wilson (10)). Saturdary's Rasults Boston 5, Chicopo 2 (Bourgue (27), O'Connel)

Friday's Games. Toranto 5, 51,Louis 3 Philadelphia 7, Detrol) (55) 3 Chicago (AL) & Pittsburgh (55) 1 Saturday's Results Boston S, Chicago 2 (18ourcue 127), O'Coaneil (15), McNab (26), Kasper (20), Faster (21): Se-vard 1271, Marsh 1101. New York Rangers & Montreal 2 (Dave Malon-ay (11), Johnstone (29), Dan Maloney (26), Du-guay 2 (17), Greschner (27); Lambert 121(, Gal-sey (27))

Butor 2 (17), Greachmer (27); Lamberr 12(1, Gol-ney (22)).
Edmonton 4, Detroit 2 )Hicks (5), Curri (28), Anderson (27), Siltonen (14); McCouri (38), Huber (13).
Pittaburgh 4, New York (slonders 4 (Kance )S3), Leo (28), Baster (5), Molone (20); Marrick )13), Gorino, Tanelil (20), Mystrom (14).
St. Levie 7, Butfalo 4 (Federico (27), Klossen M), Satter 3 (14), Curris 3 (17), Care (14). Cleveland 9, Dokland 4 Seattle 4, Altwoukee 2 San Francisco 11, San Diego 0 Chicago (NL) 4, California ) Ballimore 4, New York (NL) ) Detroit 3, Bosion 2, 11 Janings Pittsburgh 8, New York JAL) 7

 Lovie 7, Bułtale 4 (Federke (27), Klassen Joh, Suttier 2 (34), Currie 2 (22); Garc (44), McKegnev 2 (35), Ramany (23)).
 Los Angeles 3. Alinnesota 2 (Jersen (18), Toy-ler (43), Pax (18); MacAdoms (21), Young (24)1.
 Toranto 9, Colonry 5 | Polement 3 (39), Martin 2 (22), Valve 3 (31), Robert 113), Sedibauer (36); Piett (36), Reinhart (16), Hindmarch (1), Rou-tokallia (9), Nilsson 344). **Heritage Golf Classic** 

#### Repeat Badminton Final Bill Rogers, 29, mastered blustery Reuters

winds at the Harbour Town Golf LONDON - Defending cham-pion Prakash Padukone of India Links to take a three-stroke lead Saturday with a 3-under-par 68 for eliminated eight-time champion a 54-hole total of 208 in the Heri-Rudy Hartono of Indonesia Saturtage Golf Classic. day to qualify for the men's final Sunday of the All-England bad-Jerry Pate, who lost the 1980 Heriminton champiouships against Liem Swie King, the Indonesian tage in a playoff, two-time Heri-tage winner Hale Irwin and Fuzzy Zoeller. Padukone beat in the 1980 final.

- 5

beat Pam Shriver in three sets and Sampson. Leslie Allen, 6-3, 6-0.

"You can't give points away against Martina," Bunge said aft-crward. "Maybe with Barbara Potter and Leslie Allen, but not Martina," Potter and Allen had Indiana, down three points at the half, changed the entire tone of its game in one sudden sweep. The Hoosiers went on hursts of 11-0 and 8-0 early in the second half and LSU was no longer in the beaten Bunge in previous rounds. The match did not really catch

"I didn't expect it, hut in my wildest imagination, I thought it was possible," said Bobby Knight, any tempo until the 10th game of the second set, when Bunge saved a match point at 4-5 after Navratithe Indiana coach. "I have a wild lova had been inches wide with a imagination. "We did a better job of going to backhand service return down the

the boards in the second half. We played out of anxiety instead of poise in the first half."

In London Marathon Indiana held LSU scoreless for 5:05 while running off 11 straight points and taking the score to 38-30. In that spree, Turner had nine points to provide Indiana with a The Associated Press LONDON — Dick Beardsley of the United States and Inge Simon-sen of Norway crossed the finisb vital lift.

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line together at the end of the inau-After LSU's Howard Carter sandwiched two baskets around a pair of foul shots by Indiana's Ted Kitchel, the Hoosiers reeled off gural London Marathon Sunday. They joined hands yards from the of the the 26 mile 385 yards rdsley, who had never won a marathon, ran shoulder to ter with Simonsen for more 10 miles on a wet, soggy 10 miles on a wet, soggy for LSU and ending. ng. They were credited with spectacular season. time of 2 hours, 11 minutes,

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Jabbar 23; Brown 22, Donaldson (7). Seturday's Results Washington 10, Detroit 103 (Porter 24, Collins

Woshington TOB, Detroit TU3 (Porter 24, Collins 21: Long 20, Robinson 14, Mokeski 14), New York 50, New Jersey 81 (Richardson 22, Cartwright 15: Robinson 22, Newlin 28(, Utoh 112, Los Angeles 110 (ott.) (Dontlary 33, Nicks 24: Johnson 47, Abdul-Jackbor 71), Denver 142, Golden State 129 (Thompson 38, Is-sel 28: King 32, Statim 23),

to pull away from an Ethiopian JRID - Craig Virgin of the comingent that had set a torrid carly pace. Grete Waitz of Norway won the 4.4-kilometer women's title for the

fourth consecutive year. Jan Mer-rill of the United States was second and Elena Sipaiova of the So-viet Union third.

DON, Ontario (UPI) -Virgin, 25, overtook Ethiopia's Mohammed Kedir and drew away anner of Switzerland upset on skip Kerry Burnyk Sai-7-4, to carn a berth in Sunfor a two-second victory in 35 minutes and five seconds. Kedir, the inal of world curling cham-ip against the United States. won its semifinal against

Olympic 10,000 meters bronze Marvin Johnson with a left book medalist, was second and Fernan-do Marnede of Portugal third. Marvin Johnson with a left book in the fourth round in a scheduled 10-round bout Saturday.

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## Language

# Social Safety Nets

## By William Safire

NEW YORK - Phrase detecuves the world over are searching for the origins of "the social safety net," a locution that seems to be slung under the Reagan administration.

The president has used it in formal speeches and in informal briefings; administration spokes-

men carry the +-safety net around % as a kind of security blanket. What is it? The official definition - prepared by David A. Stock-<u>S</u> man, director of . the Office of Management and Budget, a hlow-Safire dried Grim Reaper - goes this way:

"A social safety net encompasses the long-range programs of basic income security, most of which were established in the New Deal 50 years ago and are now widely accepted.

"This includes." reports Stock-man, "basic Social Security and Medicare: unemployment compensation; the two components of what we call welfare (Aid for Families with Dependent Children, and Supplemental Security Income) and basic veterans' benefits."

\* \* \*

Using the circus metaphor of a "safety net," the budget cutters seek to allay fears of many of the "truly needy" (but not, one as-sumes, of the "faisely needy") that society is not about to shove them off the high wire onto the sawdust helow.

Dictionaries have slighted "safe ty net"; many list "safety match," "safety pin," "safety valve." her "safety valve," but has slipped through undethe net noted. My hunch is that the phrase originated in circus terminology, which often contributes to political and media language.

Who first applied the safety-net metaphor to social welfare? It may have begun with Jude Wannisk an editorial writer for The Wall Street Journal in the 1970s. The safety-net idea that I used," he recalls, "applied to the international banking system — that is, there

safety net for Third World loans in the event of international turmoil. I always liked the idea of a safety net. When I got to that chapter in the Kemp book, I held onto that metapbor."

The "Kemp book" is "An American Renaissance: A Strategy for the 1980s" by Jack Kemp, the Republican representative from Buf-falo who was the elected official most closely identified with "supply-side" economics before that view became popular.

Kemp worked with Wanniski nn the book, which if not seminal was certainly of conceptual importance to the supply-siders who now people the Reagan administration.

"Americans have two complementary desires," asserted Kemp. on page 78 of the book. published early in 1980 and written in 1979. "They want an open, promising ladder of opportunity. And they want a safety net of social services to catch and comfort those less fortunate than themselves Yet because people want this safenet in place, it doesn't follow that they therefore want it filled up with sufferers. Least of all do they want their assistance to seduce others in hahits of dependency."

\* \* \* Until an earlier citation of "so-

cial safety net" is found, that coinage belongs to Kemp, assisted by Wanniski. It's a vivid use of language to reassure, recalling FDR's fondness for "nest egg," and is far hetter than the simple wurdplay of "workfare."

Since "welfare" had become a dirty word (farewell, Welfare Island) by 1969, some of the White House staffers at the time lonked for a way around it during the attempt at Nixonian welfare reform. I piped up with, "How about workfare?" Ed Morgan, the lawver who did more than anyone else to shape the pattern of programs that become known as "Nixon's Good Deed," replied, "Isn'i that kind of Madison Avenue?" In a fit of pique, I slipped the word into a presidential speech: the work-re-quirement label was bruited about hriefly, and died with welfare reform.

Now, bowever, as part of the social-safety netork, the word "work-fare" has been resuscitated. Nnth-



Now the question is whether we

can achieve excellence. Do you know how many orchestras in the world I call excellent? You can

count them on your fingers and

perhaps have some fingers left

The admiration is mutual. The

Rafael Fruehbeck de Burgos Prefers Guest Role

he was appointed music director in Duesseldorf, in Montreal and, By Jaseph McLellan Washington For Service WASHINGTON - The first for 15 years, of the Orquestra Nacional de Espana in Madrid, W prohlem you encounter in dealing with Rafael Fruebbeck where he lives now. In the 1960s and '70s, he became famous de Burgos is what to call him in through recordings and guest apfewer than eight syllables. "In pearances, and finally decided in become a full-time free-lance spain," says the new principal guest conductor of the National Symphony Orchestra, "they call me Sennr Fruchbeck with a terriconductor. He has been a guest conductor with many of the world's greatest orchestras, and ble mispronunciation of the Gerhas turned down offers of a muman name. In Germany, they call sic director's position with some me Herr de Burgos with a terrinf them, because he prefers the ble mispronunciation of the Spanish name." He does not dismusically demanding but nonadministrative role of guest. cuss what happens to his name in Japan, where he is the principal He began conducting the NSO in the early 1970s, "after Antal Dorati had been working with the orchestra for a while, and I

conductor of one of the finest orchestras. Burgos is the name of the noticed continual improvement. I Spanish city where Fruchbeck don't know any orchestra in this (son of a German father and a country that has improved so Spanish mother) was born in 1933, studied the vinlin as a much in those years. It began as an ordinary orchestra, and under child, and hecame concertmaster Dorati it became a good orches-tra. Since Mstislav Rostropovich of the Burgos orchestra when he was 13 years old. "It was a small. provincial orhas become the music director. the improvement is accelerating.

chestra and very bad," he recalls. "I have worked my way from the lowest to the highest," Began Conducting at 17

He began conducting in Madrid at 17, and became the music director of the Bilbao Symphony Orchestra when only 26. Later,

Conductor Fruehbeck: No unnecessary gestures.

orchestra members - who can be very irreverent about some guest conductors when speaking nff the record - seem unammous in their enthusiasm.

"He's about as professional as anybody who has ever waved a stick at us," says one NSO member. "He knows exactly what we can do and how to get it from us with minimum strain. He could probably sell more tickets if he put more showmanship into his conducting, but he puts it all in the music, and that's where it belongs.'

## Precise and Clear

But Fruchbeck is never flamboyant, always precise and clear, never leaving any doubt about what he wants. His emotional reactions are translated into musical gestures — instructions about tempo and phrasing, entries, dy-namics and balance. "If I made unnecessary gestures to impress the audience while I was standing up in front of 100 professional musicians, r red," he says. isicians, my face would turn

From Fruhbeck's point of view, his chief qualifications as a guest conductor rather than a music director are love of music and distaste for hureaucratic work. "When I left the Spanish National Orchestra," he says, "I did not want to be a music direc-

tor anywhere for some time." He hesitated to accept even the position of the NSO's principal guest conductor. "But Rostropo-vich asked me to dn this," he "and how can you say no to says, "and how can you say no to him? He is one of the greatest musicians of this century. It is an honor to be associated with him in any way. Then the musicians' committee asked me - and my rapport with this orchestra is so excellent, I believe we can do good work together. "I thought about this for a long time, and I decided I wanted to work more in Washington. It is one of the most cosmopoli-

tan and civilized towns I know. So finally, I could not say no." Fruchbeck began his conduct-ing career in the theater. "When I was 17," he says, "I became a

conductor of operettas in Ma-drid, while I was still studying music and law. My father, who was a businessman, insisted on the study of law because he was not certain what kind of future I would have as a musician. When he saw that at 17 I was already able to support myself very well as a conductor, be agreed to let me stop my law studies. I was earning 150 pesetas a day, which was a very good income. For a boy of 17, it was like being a millionaire. I have never felt better than I did then."

## Started With Operettas

Fruchbeck became Fruchbeck de Burgos when he began performing internationally - specif-ically, when he brought the Bilbao orchestra 10 a music festival in France. "Look, Rafael," the orchestra's manager told him. "we must do something about this German name. I cannot explain to everyone that you really are Spanish." Having annexed the name of his hirthplace ("where," he says proudly, "the best Spanish in the world is spoken"), Fruehbeck made his first international impression as a Spaniard. His early international recordings, which enjoyed a spectacular success, were of Spanish music

From this beginning, he has huilt a solid reputation as a con-ductor expert in many kinds of music. He has a repertoire of nearly 300 orchestral works, practically all of which he conducts from memory.

## Stage Direction

Despite some distinguished operatic work (including a re-cording of "Carmen" that won critical superlatives), Fruehbeck has no plans for operatic work in the immediate future. "Next year," he says, "I will do Manuel de Falla's 'La Vida Breve' with the National Symphony, but I am in no hurry to seturn to the theater

"Today, I think there is too much emphasis on stage directors and too many stage directors who merely want to make a sensation rather than respect the inberent style of a work of art. They compete to outdo one an-other in outrageousness, and if there is a scandal about the directing the director thinks, 'Good; it will make me famous. When I am invited to conduct an opera, I am very careful to see who is the stage director."

Former U.S. President Gerald R. Ford took a boat ride through the gorges of the Yangtze River and almost couldn't find enough superlatives to describe the experience afterward when he met with American residents of Peking. Ford and his wife, Beny, spent two days on a boat traveling down the Yangtze below Chongqung (Chungking). "I can say without any hesitation or qualification that the trip ... is one of the most magnificent expe-nences one could ever undertake,"

Ford told his fellow Americans.

The scenery was unbelievable."

eign individual or institution.

\* \* \*

parting from his fiancee Sunday,

just two days after Queen Eliza-beth gave her formal consent to his

July 29 marriage to Lady Disma Spencer, 19. The prince left on a

five-week tour of New Zealand,

Australia, Venezuela and the Unit-

ed States that will end with a din-

Prince Charles started a long

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**PEOPLE:** 

The Camerie Foundation's Wateler Peace Prize will go this year for the first time to an entertainer, Damy Kaye. The founds-tion announced in New York that Kaye was being honosed for "the PATHS CROSS numerous and outstanding activi-ties be has carried out and is still carrying out on behalf of needy children all over the world in hus cratic Sen. Edward nedy of Massachu L his estranged wife, capacity as goodwill ambassador for the United Nations Childrens into each other in ton during a lunche Fund. The award, worth about \$1,700, was established in 1927 in the American Cano presented its Hub the will of J.G.D. Wateler, a Datch phrey Inspirational Edward M. Kenned millionaise who bequeathed his estate to the Carnegie Foundation on lest a leg to cance condition that it use the revenue as a peace prize to be given in alter-nate years to a Dutch and a for-

Ford Waxes Lyric

About Yangtze Tri

umes things that are fateresting, but I don't was." Regent Bice Cle-the work: "I feel, in t wouldn't be somethindenberg or the Universitori would be proud a ervone approved of giving Oldenberg the however. "Oldenberg sculptor and this clearl league town," said Be son, a former dean of t ty art school.

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ner May I at the White House with President Roused Reagan. No one was a bit surprised when the Elizabeth Tavior will officially agreed to the mion un-der the Royal Marriages Act of 1772, which provides that certain gal action unless the N quirer promptly retrac: depicting her maring John Warner as "critin descendants of George II -Virginia Republican at said his wife was heart-Charles is one - cannot marry without the consent of the sover-\$1.6-million libel awar eign signified by the Great Seal of State and declared before the Privy week by the comedian nett against the weeks ker tabloid. The Enq lined a front-page story edition, "7th Marriage - Liz Taylor and Ha in Public Fights." The ! have a widely publicize ment last year, about.

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cace last year in Maryle

Council. Regents of the University of Hartford, Conn., have told the sculptor Class Oldenberg no thanks, they'd rather not have a 23-foot-long red, white and blue toothbrush on their campus. "I'm not attracted by his effort." said

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